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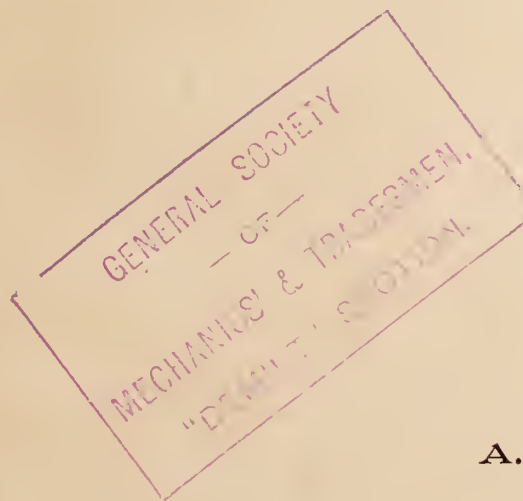
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1894='95.

“She looks a sea-Cybele, fresh from Ocean,
Rising with her tiara of proud towers
At airy distance, with majestic motion,
A ruler of the waters and their powers
And such she is;—her daughters have their dowers

From the spoils of trade, and the exhaustless West
Pours in her lap its wealth in sparkling showers.
In purple was she robed, and of her feast
Monarchs partook, and deem'd their dignity increased.”

NEW YORK not only ranks first as the most populous and important city of the Western Hemisphere, but as the most progressive and enterprising city in the world. Its growth is so rapid—its improvements on such a gigantic scale that a resident returning from a year's absence would be astonished at the magnificent changes effected in so short a space of time. The splendid buildings which have

been erected in the past few years are not surpassed by any in the world for beauty of architecture, ornamental design, conveniences and utility; and a bird's-eye view of the city at the present time would hardly be recognized as the New York of a decade ago; in fact it seems as Michael Angelo said of the immense Dome of the Cathedral of Florence—the product of his genius—when he saw it completed, “It is built in the air.” So

one would exclaim on beholding the New York of to-day as compared with the city of only a few years ago. One superb building after another has displaced the smaller ones of years back, which not only increase the grandeur of the Metropolis but is indicative of the proportions to which the business and commerce of the city has attained, and which are indeed but signs of the times, as demanding increased facilities and more luxurious business houses. In fact New York is representative of the spirit of the American Age and is a city of which America may feel justly proud. When one reflects that the tallest building in New York five years ago was only twelve stories in height to the cornice and that there are now many ranging to eighteen stories, it not only shows the increase in the value of real estate but the revolution in all the old-time ideas of the limit of architecture. In another year there will be at least three buildings in the city reaching to a height of at least twenty-three stories, while there is yet another structure planned which will attain a height of thirty stories and which is to be erected on the lots at Nos. 5 to 9 Broadway. Ten years ago such buildings as the Equitable, the Mills, Temple Court and other downtown structures were regarded as the wonders of their day, and are still among the magnificent structures of the city. What man twenty years ago thought of putting up a building twenty-three stories in height and with a skeleton frame of steel which is so light and strong that the only limit to the height of the building is the weight which this steel skeleton may sustain? Yet such is the fact! The progress in the manufacture of elevators has removed many of the restrictions upon the architect, and now nothing but the elevator acts as a check to the limit of the sky-scraper; as about four hundred feet is the limit of the reach of the improved passenger elevator. The view from these buildings embraces one of the finest to be obtained in any seaport in the world, and one can imagine with what enthusiasm Henry Hudson carried back to Holland and the United Netherlands his report of the picturesque grandeur of this fine harbor and river, and of the fertile country on its shores which made the Hollanders so eager to claim the newly-discovered country; for where can one find a location so beautiful in any other great port of the world without possessing the power to place Paris or London on the beautiful bay of Naples? The Neapolitans enthusiastically exclaim "Vedi Napoli e poi mori," ("See Naples and die,") but New Yorkers can be as proud of their beautiful land-locked harbor, which is one of the most spacious in the world; the bay containing fourteen square miles of anchorage and the rivers bordering the city thirteen and a half miles more.

There is no other city in the world either, having the advantages possessed by this combination Summer and Winter residence, the many watering places hereabouts being convenient of access at a trifling expense. It is no wonder that New York has progressed more rapidly in its commercial and social development than any other city on the American continent, for it occupies a situation of unequalled advantage for commercial development, which has paved the way

for the "Greater New York" of to-day, and which is truly great in every line of human endeavor, and worthy to stand in the front rank of the cities of the world, and leading a great sisterhood of cities in every department of financial, commercial and mercantile effort—in fact the Commercial Queen of America, whose power is steadily dominating a larger area, and will soon be as far-reaching as the boundaries of the world of trade. New York does the hard thinking of America, and New York holds the purse-strings of the entire business of the nation. It is in the study of the statistics of trade, finance and business generally that one can fully comprehend, why the city has earned for itself the title of the "Metropolis of America," to which it is justly entitled. Look back, for instance, on the New York of even a decade ago, which shows its matchless progress during the ten greatest years of her history. In its physical, its personal, its financial, its intellectual, its scientific, its artistic and its moral aspects, there have been changes of the most pronounced character. Every year it is becoming a better town to live in, a better town to look at and a better town to do business in. Its suburbs are growing both in value and in accessibility to the business centres of the city, by its bridges, its network of rapid transit, its ferries, the many lines of railroad leading right to the great heart of the city's trade. In this particular it can be compared with the great city of London. Start from the City Hall in New York and one can reach any part of Brooklyn, Newark, the Oranges, Passaic, Staten Island, or any point in Westchester County in less time than it takes to get to Kensington, Kew, Hampstead or Greenwich, from Piccadilly or the Strand, and comparisons in reaching these towns are greatly in favor of New York. It is much worse to have to go through a tunnel to your home after a day's work, taking in smoke and dirt as you go, than to hang on to a strap, as many of our business population of both sexes have to at times; but there is some consolation in knowing that you can go anywhere in the city that you wish for five cents, which can't be done in any other large city of the world.

INCREASE IN POPULATION.

ON the 26th of November 1783, the British troops evacuated New York and left behind them a partially ruined town, whose resources were straightened and whose foreign trade was crippled. The city's population had suffered a material loss during the war, and that loss was felt more particularly on the side of the original patrician stock. It was in this year that the original John Jacob Astor came to America and commenced laying the foundation of the immense fortune that he reared. The population at that time had become less Dutch and more English. In the spring of 1776 New York contained a population of some twenty-five thousand souls, but by the middle of September, after the defeat of the Continental army on Long Island, more than seven-eighths of the residents had abandoned the city. During the

six months succeeding the evacuation the population was not over twelve thousand, most of whom were lukewarm British or Tories who decided to remain. Conspicuous among the expatriated royalists were William Bayard, George Ludwell, Col. Roger Morris, and the Hon. James De Lancey, whose estates were all confiscated by the Legislature of the State during the war, and who ended their days in the mother country. Bayard on leaving New York complained bitterly that the rebels had confiscated every shilling of his valuable property. Both his New York and Hoboken estates were sold under the confiscation act and were purchased by Capt. John Stevens, and subsequently passed to his son, Edward A. Stevens. The immense De Lancey estate, on the east side of the city, nearly along the line of Grand Street, and which was sold under forfeiture after the war, provides homes to-day for over 300,000 inhabitants. Col. Roger Morris, who had married the beautiful and wealthy Mary Philipse, of whom George Washington was at one time deeply enamoured, and whom tradition states had refused him her hand, fled with her husband to England and their estates were confiscated. By a strange combination of circumstances Washington twenty years later occupied her house on Harlem Heights as his headquarters, which was a beautiful mansion overlooking the Harlem river and the country far beyond it. This old and historic house, which was owned

and occupied by the sweetheart of Washington, is now in danger of demolition. No story of the Revolution or mention of old New York is complete without speaking of this stately old colonial mansion, whose grand and picturesque outlines on one of the highest spots of ground on

Manhattan Island, proudly, yet modestly, looks down upon a different city from a century ago. This house was subsequently the property of Madame Jumel, and was afterwards the residence of Aaron Burr, whom she married, and where many distinguished royal guests have trod the spacious and highly polished halls. Madame Jumel, over a century ago, offered this magnificent estate to Thomas McKee for \$7,000.

New York soon recovered from the effects of the war, and in 1786 the population had risen to twenty-four thousand, and three years later to thirty thousand. Among those who definitely settled in New York at that time and whose descendants accounted to-day among old New Yorkers were Alexander Hamilton and Aaron Burr; James Kent, the future chancellor; Rufus King and James Watson, two of the city's early United States Senators; W. S. Johnson, president of Columbia College; Francis Childs and Thomas Greenleaf, Doctor McKnight and

Doctor Cogswell. Foreign emigrants were mostly Irish, but most of these went to Pennsylvania. The population of the city, according to the last State census, taken in 1892, reached 1,500,891.



LOWER BROADWAY, FROM BOWLING GREEN.

※ NEW YORK-1894, ※



Photo by Geo. P. Hall & Son.

Kimball & Thompson, Architects.

MANHATTAN LIFE INSURANCE CO.'S BUILDING.

NAMING THE STREETS.

THE original surface of Manhattan Island was very diversified in character, including level meadows, deep valleys, hills, and rocky cliffs, varying from tide level to 250 feet in height. All the deep valleys of drainage have been filled in so as to raise them near to the water plane.

Previous to 1865 an inlet, and subsequently a canal, ran through what is now Broad Street as far as Exchange Place, with a branch running toward the west through Beaver Street, afterwards known as the Old Ditch. The main canal was crossed by two principal bridges, one where Bridge Street now is and the other at Stone Street, while at Beaver Street there were two smaller bridges for foot passengers. Ferry Street led to the old Ferry to Long Island. It seems hard to realize that the Long Island Ferry House then stood at the corner of New Street and Exchange Place, the ferry boat passing through the canal. But when the old burgomasters of Nieuw Amsterdam applied themselves to the important and intricate task of laying out the highways and byways of the city, they seemed to have most particularly in mind the importance of getting from one point to another with the least labor and in the shortest space of time, but it was the hills, valleys and swamps that bothered

them more than all the rest of the obstacles placed in their way by avaricious land-owners. But all of these points which were of so much importance in those days have become of no importance with the progress of the city, and while the streets in that section remain as crooked as the proverbial ram's-horn, we have a collection of both wide and narrow streets which intersect each other almost inextricably.

The wildest dream of the burgomaster did not carry him to the empyrean height of supposing that the city of his adoption or birth might attain such greatness as to reach as a city above "Maid's Path," now called Maiden Lane, a rural valley road much frequented by lovers in the evening, and a view of the magnificence we have attained would have been as foreign to his ideas as would be Jules Verne's "Trip to the Moon." In those days a stream ran through it. Next above where Ferry Street now is was Beekman's Park, a large tract of wet land from which a stream ran into the East River.

Still more to the north was the Collect Pond, a large body of water said to have been seventy feet in depth, situated in a basin where now stands the Tombs. On this small lake Fitch launched his first steamboat. A stream called the Wreck Brook, ran from the Collect to the East River through a low meadow and emptied into the estuary at what is now known as Roosevelt Street. There was formerly a bridge over this



BIRD'S-EYE VIEW OF LOWER NEW YORK, LOOKING EAST, SHOWING BROOKLYN BRIDGE.

on the old road corresponding to that known as Park Row. The main outlet of the Collect was by a stream running through the Lispenard swamp to the North River, extending from Duane to Lispenard Streets on the south, to Spring Street on the north. A large stone bridge crossed this water-course at Canal Street. Pearl Street is a noble example of crookedness. Broadway may virtually be said to continue down Whitehall Street to the Battery, and thus Pearl Street begins and ends in Broadway. Thus it is with many of the original downtown streets of the city, which deviate from straight lines to accommodate hill, valley and swamp, which were then deemed too great obstacles to be removed for uniformity. For these reasons streets did not rise above the dignity of mere lanes or byways, while, also, some others, such as Broad Street, were of unusual width because of a swamp in the very centre of the roadway, the miasma of which still exists, as is proved by the unhealthiness in the vicinity of the Tombs. The great Rhineland estate, bounded by William, Duane and Rose Streets, where the historian says the cows laid out most of the streets to and from pasture on what was called "Monkey Hill," and where stood the mansion of old Philip Rhineland at what is now No. 232 William Street, and where cement is now being made in his drawing-room, and where the Cunningham House stood where forty years ago a Bavarian exile opened the first German concert hall in the city, and near where stood the old sugar-houses which were the abode of American prisoners during the Revolution, where they were starved and poisoned by the infamous Cunningham, and where they say that ghosts of patriots could be still seen writhing in chains, is about the queerest corner of old New York, and a host of memories of Revolutionary days, and both malt and musical memories float around the last of the sugar-houses, which was demolished only a short time ago.

OLD LANDMARKS.

THERE is now down in William Street—at No. 122—a little old house which has every right to be looked upon as the oldest structure of its kind in New York city. It bears all the marks of a bygone age from its cellar to its dormer windows. High office buildings and great warehouses now look down upon it from every side. This house is a little over two centuries old. Abraham De Puyster was mayor of New York in 1692, and it was in that year that the corporation opened up the streets between Wall Street and what is now known as Fulton Street—but what was then Fair Street. Theretofore this land had been known as Shoemaker's Pasture, and as such had been presented to the Dutch Reformed Church. With the opening of the street it began to be dotted with dwellings and probably the first of these was the one which stands in William Street just a few doors below Fulton Street. The others have long since disappeared. This house was built on what was known as Golden Hill, and is rich in memories of long ago when it passed into the hands of an innkeeper and was known as the

"Golden Hill Tavern," when it saw famous days, and patriot blood flowed here in the battle of Golden Hill, which was fought on January 19th, 1770, more than two months before the Boston "massacre," and was the first blood shed in the Revolution.

Trinity church, now standing at the head of Wall Street in Broadway, twice destroyed by fire and twice rebuilt, was among the first churches erected in New York, and much credit is due to that corporation for the size of the city in the earlier days. The Queen of England presented to Trinity church her farm known as the "Queen's Farm" which extended on the westerly side of "the Broad Way" from where St. Paul's church now stands up along the Hudson River front north to Chelsea Village, which we now designate as 23d Street. The streets laid out by Trinity church were christened in honor of its rectors, church wardens and officers. Thus Rector, Barclay, Vesey, Murray, Warren, Chambers, Reade, Jay, North Moore, Beach, Laight, D. sbrosses, Watts, Charlton, King, Hammersley (now West Houser), Clarkson, Leroy, Merton, Barron, were all named after those worthies of the church. Vestry Street was thus named because the church had a vestry in that street, and Church Street was so named because it bounded the west side of St Paul's churchyard. Hudson Street was the main artery of the city in those days. St. John's Park or Hudson Square, with its fine trees, around which the fashionable portion of the city had its residences, and which was maintained for the exclusive use of the surrounding mansions, was laid out on a swamp. Tompkins Square, Grammercy Park and Madison Square were all laid on swamps. College Place was named from King's College being located there, which is now Columbia—then the only college in the State. The original structure was built of freestone, three stories high, with a very high fence around it. John Street was named after John Harpending, who resided on the corner of John Street and Broadway, and when first laid passed through his garden. Cortlandt, Dey and Beckman Streets were laid out through the property of the men for whom they were named. Ann Street was named after Ann Beckman, all the streets around Roosevelt, Vandewater, etc., were named after the people whose property they passed through; and some, like Frankfort Street, were named after the birthplace of the owners. Washington was named after the illustrious George Washington, Duane after the James Duane, the first mayor of New York, and others were named to commemorate Revolutionary generals, patriots and presidents of the United States. Cherry Street was originally run through "the road by the cherry-trees." Broadway has had various names such as the "Heere Straat, Great George Street, Bloomingdale Road and Broadway—originally spelled Broad Way. South William Street was formerly Mill Street, from the first mill erected in the city. Greenwich Street was a continuation of the "Shore Road" leading to Greenwich village, which at that time ran along the water-front most of the way. Bowling Green was an open place in front of the old fort, which was afterwards enclosed and was sacred to the aristocrats who dwelt

near it. New Street was one of the thoroughfares of Nieuw Amsterdam. Gold Street wound around "Golden Hill," Wall Street was the line of the city wall or palisade. Many of the other old downtown streets were named Crown Street, George Street, Queen Street, which were subsequently changed after the revolution to Cedar, Liberty and Spruce Streets. Many of the streets were named after Tories and still bear their name. Oliver De Lancey, who was arrested as a traitor, has four streets named after various members of his family, Delancey and Orchard having run through his farm, and James and Oliver being named after members of his family. Rivington was named after one of the boldest Tories of the Revolution.

THE HOTELS.

THE magnificence of our modern hotels, with their conveniences and luxurious furnishings, are the wonder of foreigners and accentuates the progress of New York city towards luxury and prosperity during recent years. From the advent of the White Marble Hotel, built sixty years ago at Fulton and Pearl Streets, to the hotels that now adorn Broadway and Fifth Avenue to the Central Park Plaza. In fact, there is nothing in the city that shows better the progress of the metropolis in that time. Compare the hotels and hotel life of even fifty years ago to what it is to-day—in fact, look upon this picture and then upon that, and it is a comparison that is almost magical in its startling dissimilarity. Fifty years ago the hotels of New York were very few, the old and substantial Astor House being what the Waldorf is to New York to-day, and where large dinners were given to prominent guests of the city. The Irving House, on the corner of Broadway and Chambers Street, the

American House at No. 125 Fulton Street; in Broad Street was the Exchange Hotel, and in Park Row "Lovejoy's." The elder Dehmonico and his rival Guerin, had then settled in the city, but as yet the most famous restaurant-keeper was Windust, whose basement in Park Row was frequented by literary and theatrical people, among them being the elder

Booth, Cooper, Edmund Kean, the Wallacks and the Kendals.

During the thirties and early forties there were no hotels above Canal Street and not one boasted of a chef till John Jacob Astor dedicated the block upon which his modest residence had stood to a hotel. Then the Astor House became a landmark for that era, the same as the Waldorf has become a landmark of to-day. After the Astor House came the Carlton House on the corner of Broadway. When the residential tide began to flow above Bleeker Street came the Prescott House, corner of Broadway and Spring Street, and the St. Nicholas on the adjoining block, which were then the acme of hotel life. Then the Bradhurst rural mansion on the corner of Washington and Waverly Place yielded to the New York Hotel, a sensation in its day. Then Niblo's modest double house yielded to the Metropolitan Hotel which A. T. Stewart purchased. Amos F. Eno was ridiculed when he built his Fifth Avenue Hotel so far uptown, as were also the Taylors when they moved their hotel from Broadway and Franklin Street to the St. Denis site. Even the erection of the

Everett House was regarded as risky. Of the hotels half a century old that had popular prominence then only the Astor House survives. It may be regarded as the link between metropolitan hotel life of half a century ago and that of to-day. Its registers are filled with such great names as Henry Clay, Daniel Webster, Seward and other great men of



STOCK EXCHANGE, BROAD STREET.

the time and those prominent during that lapse of time. In itself the Astor House remains a mile-stone marking the rapid transit from practical tavern days to these of palatial splendors, such as the "Waldorf," the "New Netherlands" the "Hotel Savoy" the "Windsor," "The Plaza," the "Holland House" "The Imperial" "The Normandie" "The Vendome" and many others, and the New York of to-day can boast as fine hotel accommodations as any city in the world, there being now 122 first-class hotels in the city.

PROGRESS AND WEALTH OF OUR CITIZENS.

IT seems almost like a fairy tale to talk of such a thing as a New York city farm, but at one time Battery Park was to this city what the Forum was to ancient Rome—the spot where the foundation of the city was laid and the nucleus around which was afterward built her most glorious works. Battery Park, around which so many delicious memories still hover, was indeed the embryo of the great metropolis, around which grouped all her commerce and trade, and above and around which were grouped and scattered all the great farms of the Knickerbockers who were fortunate enough to possess them. The farms that were once purchased by such shrewd men as John Jacob Astor, and many other shrewd and far-sighted men as the Schermerhorns, the Van Courtlandts, the Spinglers, the Goelets, the Schuylers, the Van Rensselaers, the Stuyvesants, the Beekmans, Roosevelts, etc., have turned into veritable gold mines—and turn out their golden coinage as freely and almost as regularly as the mint. Of all the old farms which once lay within the boundaries of the city of New York and of which there isn't a vestige to-day, none was more profitable to the investor in that sort of property than the Eden farm, which Wm. Cutting and John Jacob Astor bought jointly for \$50,000, and which ran from 43d to 52nd Streets and from Broadway to the North River. Broadway was then known as Bloomingdale Road and was the thoroughfare for the gay young horsemen, and the backwoods lined it where to-day stand great piles of stone, mortar and brick. The man who landed in New York the same year that it was evacuated by the British, and commenced his career on almost nothing—the man who founded Astoria, far away on the northern shores of the Pacific—foresaw the great future of Manhattan Island, and before the close of the century he was buying real estate on the outskirts of the city, which laid the foundation of the immense wealth of the Astors, which is estimated at the combined figures of \$400,000,000, which is equal to that of the great house of the Rothschilds; and instead of woods and speedways, and byroads, it is estimated that there are one million souls to the square mile living thereon.

John Jacob Astor, the elder, first became a real estate owner on Manhattan Island in 1789, when he bought a lot of ground on Bowery Lane near Elizabeth Street for 250 pounds—twenty-one years later he was the

largest owner of real estate in the city of New York, and the Astors at all times since 1817, have been acquiring real estate, till they now pay in taxes on the Astor real estate over \$500,000 per year. The story of this poor butcher's son, born at Waldorff in Germany, who had only \$20 in his pocket and seven German flutes for sale and who laid the foundation for one of the greatest family fortunes in the world, never loses its romance any more than does Dumas's story of the Comte of Monte Christo, from frequent telling. Every one knows the good fortune of Peter Goelet, whose residence at his "farm" on 19th Street and Broadway was one of the sights of the city. When Peter was alive he had an Alderney cow grazing on the grass that grew among the flowers planted around the house, handsome game fowl, and pheasants, and peacock strutted around the house as if they knew they were treading on costly ground, and from here Mr. Goelet distributed his eggs and milk to his friends as coming from his farm at 19th Street. This is now the one old landmark of all the old residences of wealthy Knickerbockers who had their residences on Broadway and on whose old "farms" now pulsates the life of Gotham's great city in its hotels, its theaters, its magnificent stores, etc.

Frederick Philipse, a sturdy and thrifty Hollander who came to America penniless about 1650, and who was the father of Washington's sweetheart, was considered vastly wealthy, owning a tract of ground along the Hudson from Harlem to Tarrytown, and whose old manor house is now falling to ruin where it nestles in Sleepy Hollow, where Irving dreamed and wrote, and whose body now lies buried in the old Manor Churchyard. This old Tory could call his slaves to saddle his horse, and could ride over his own domain from the Croton to the Harlem river, every foot of which he owned, and yet his wealth was estimated at 50,000 florins (twenty thousand dollars) and to-day there are nine men in New York, whose combined fortunes reach \$720,000,000 and range from \$50,000,000 to \$150,000,000, which were all made in America, and nearly all their possessors started poor. The careers of opulent Americans show that in the struggle for wealth, every one has an equal chance. Every one of the great fortunes of America were made here. Monarchs, despite the splendor in which they live, have no such fortunes as untitled Americans. The Queen of England, who is the wealthiest of the crowned heads of Europe, has a fortune of not more than \$15,000,000, while Wm. Waldorf Astor's fortune is \$150,000,000. John D. Rockefeller's is considered equal. The Vanderbilts, have at least \$250,000,000 divided between three brothers. Commodore Vanderbilt, in his day the richest man in the world, began life here as a boatman, and at his death in 1877, left a fortune of \$95,000,000, and in this great and glorious country it is possible for every one to get rich. John D. Rockefeller was a book-keeper, Jay Gould was a farmer boy and Russell Sage was a grocer in Troy, N. Y. The Lorillards, the Andersons, and the Dukes have all made immense fortunes from tobacco, the Dukes and the Lorillards owing their large fortunes to cigarettes, the late Catherine Lorillard Wolff's immense fortune

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Photo by Geo. P. Hall & Son.

SHOE AND LEATHER NATIONAL BANK BUILDING,
CORNER BROADWAY AND CHAMBERS ST.

✻ NEW YORK-1894, ✻



CITY HALL AND PRINTING HOUSE SQUARE FROM BROADWAY.

City Hall.

World.

Sun.

Journal.

Tribune

American Tract Society
Times.

Frankfort Street

Spruce Street.

having partly come also from her mother who was a "Lorillard," although her father made a fortune as one of the original stockholders of the great Chemical Bank; altogether, American tobacco is largely represented in New York society.

THE OPERA, THEATRES AND OTHER PLACES OF AMUSEMENT.

PROGRESS is rife in every walk of life. Take the theatres for instance. In New York city there have been many famous play-houses. The first was built in Nassau Street in 1753, just when the English element was the strongest. When prosperity began to make itself felt after the war of 1812, the National Theatre on Leonard Street, which was managed by J. W. Wallack, introduced many of the greatest men and women of the stage. Here the great Burton, who is remembered as the very genius of comedy or farce, and who was the first in this city to produce plays in the modern meaning of the word—played his first star engagement in this country. Burton afterwards opened the famous Chambers Street Theatre, which was formerly Palmo's Opera House, and in the list of his company will be found names that will be long remembered in this country.

Perhaps one of the most famous theatres in the United States in its time, and certainly one of the most famous in New York, was the Old Bowery Theatre, when it was managed by Tom Hamblin, which was for many years the home of melodrama in the city.

The Park Theatre, situated on Park Row between Ann and Beekman Streets, was erected in 1798, and was calculated to seat 2,500 people. It was the acknowledged histrionic temple, not only of New York but of the United States, and any one playing a successful engagement here held an open sesame to all others in the country; and here it was that the "Barber of Seville" was sung on the evening of November 25th, 1825, the first opera that was ever produced in this city. Among the stars who played in the old Park Theatre were Cook, Forest, Kean, Kemble, Young, Power, Sinclair, (whose daughter afterwards married Edwin Forest) Ellen Tree, Cooper, the great Julius Brutus Booth, Vandenhoef, J. W. Wallack, the Masons, Charlotte Cushman, and Mesdames Wheatleigh, Vernon and many others. Perhaps of no men who ever appeared behind the footlights are there more stories told than of Booth and Forest.

Castle Garden, which had heretofore been a whitewashed barn devoted to the restaurant business on a small scale, as ice cream, lemonade and sponge cake constituted the edibles, was fitted up for amusement with a small stage and scenery in 1847, and opened as a theatre, one member of the company being George Holland, whose funeral years afterwards made famous "the little church around the corner." It was at this historic theatre that Jenny Lind made her first bow to an American audience in 1850, and it was here that Mario and Grisi appeared in 1854.

Niblo's was also the scene of many theatre and operatic triumphs. This old theatre was originally a summer retreat, which was quite a little walk from the densely populated district, and was opened by William Niblo, a popular caterer, who was familiar with the *bon vivants* of the day. A



CABLE BUILDING, BROADWAY AND HOUSTON STREET.

plain board fence enclosed the garden, and on the northeast corner of Broadway a saloon was built, which became the rendezvous of well-known men at convivial meetings. In the centre of the block Niblo afterwards had erected an open saloon, where light entertainments were given, which

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PARK ROW, LOOKING SOUTH FROM BROOKLYN BRIDGE APPROACH.

Times Building.

General Post Office.

Nassau Street.

City Hall Park.

* NEW YORK-1894, *

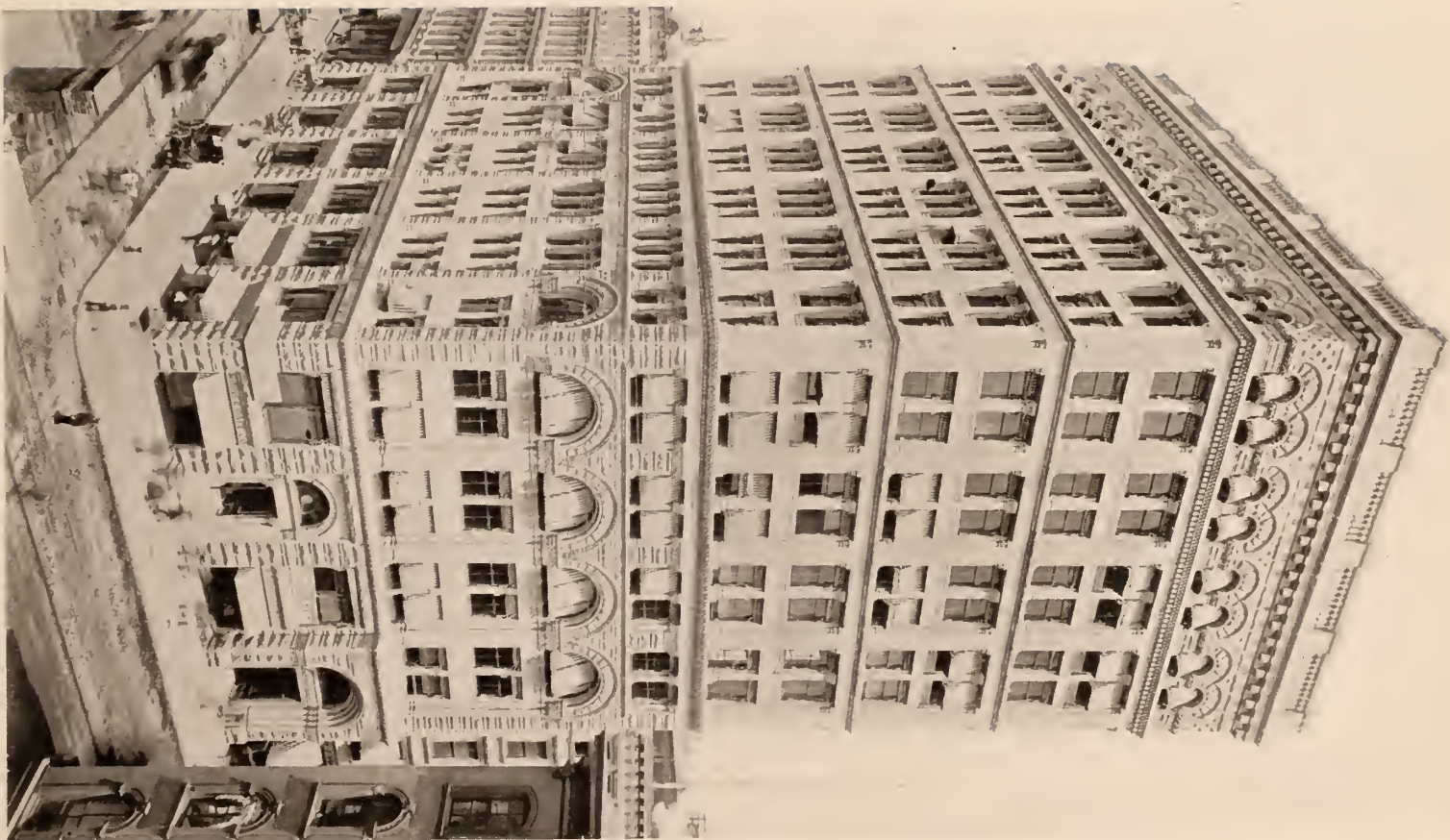


Photo by Geo. P. Hall & Son.

MUTUAL RESERVE FUND LIFE ASSOCIATION'S BUILDING,
CORNER BROADWAY AND DUANE STREET.

soon grew to the proportions of a real theatre, when every vestige of shrub, flower and green plant, tree and bower, were swept away, and where in 1853 the beautiful and gifted Henrietta Sontag sung in a season of opera.

Among the many houses that has marked the progress of opera in New York may be first named the "Richmond Hill Theatre" which was a fashionable house of amusement and situated at the corner of Varriek and Charlton Streets, the site of the former home of Aaron Burr.

The first Italian opera produced in New York was the "Barbiere di Seviglia," which was produced in 1825, at the old Park Theatre by Signor Garcia with his talented family in the cast, among whom were his daughter Marie Felicia, who afterwards became Mme. Malibran. A number of wealthy gentlemen afterwards formed a stock company and erected the Italian Opera House. Then came Palmo's Opera House, then Castle Garden and afterwards the famous Astor Place Opera House, where the Macready riots took place in 1849. Then after short seasons at Niblo's and other places came the famous Academy of Music on 14th Street, where the silvery voiced Brignoli made his first appearance, and which was the scene of the many triumphs of Rachel, Wachtel, Parepa Rosa, Santley, Adelaide Phillips, Campanini, Capoul, Christine Nilsson and many others, and was the scene of the debut of the only Patti, her first appearance being in Lucia.

We have now the magnificent Metropolitan Opera House, the fifth opera house built in New York, and twenty-nine houses for regular theatrical and operatic performances, with eleven houses devoted to vaudeville, and burlesque performances, with many other places of outdoor amusements, and museums, and eighteen halls for concerts and amusements, such as Carnegie Music Hall, Steinway Hall, Chickering Hall, etc.

THE PARKS.

IF one follows the tide as it has pushed upward in New York it will follow the opening up of the new parks, as business has pushed the dwelling portion of the city higher and higher up each year. Our grandfathers and grandmothers showed their preferences to breathe freely many years ago by settling round the old Battery Park, where no modern art possessed the power to add to the natural beauties of its surroundings, as the eye swept over our unrivalled bay, and it was then as it is now a situation of unequalled beauty which travelers from many shores have compared with the magnificent "Bay of Naples." Many changes have taken place here since Fort Amsterdam, where the American flag was run up on the evacuation of the British from New York, commanded the great harbor. But there remains the same view of watery expanse, the same magnificent bay capable of floating the world's shipping, and the same narrow outlet leading to the ocean, the same Governor's Island, where our ancestors used to congregate to catch the strains of martial music which were wafted from its shore. Now along the walk in Battery Place are con-

gregated the crude odds and ends of all nationalities, sunning themselves in the sunshine, and this has now become the almost exclusive domain of the immigrant and visitor from the interior. The old castle and fort is now the New York Aquarium, which is a sort of windup to its eventful history. But around this park once dwelt the aristocracy of the city.

As each park was opened in turn—St. John's Park, Washington Park, Union, Stuyvesant, Grammercy and Madison Squares and finally Central Park and Riverside Park, there has been a rush of leading citizens to secure the benefits of light and air. To this day Washington Square, though away out of fashion, maintains a high degree of social standing and provides fresh air to the Redmonds, the Coopers, the Schuylers, the Hoyts, the Rhinelanders and the Franklyns. So about Union Square, before it was given to trade, were the fine houses of the Bridges, the DePeysters, the Spinglers, the Daniel Drews, the Roosevelts, the Whitneys, and many others. On Stuyvesant Square is the big old-fashioned house of the Hamilton Fishes, of the Rutherford Stuyvesants and the Folsoms. So around Madison Square were the homes of the Barlows, the Primes, the Collys, the Whitneys, the Wolfes, the Stokeses, the Jeromes, the Fields, the Morgans, the Burdens, the Iselins, the Livermores, the Marshalls, etc. The exodus uptown to face on Riverside Park and Central Park is now the latest move. John Jacob Astor's new house is about finished, as is also Elbridge Gerry's and they will have for their neighbors, Mrs. Wm. Astor, August Belmont, Ogden Mills, L. F. Beckwith, William Jay, George J. Gould, Theodore F. Havemeyer and Louis F. Tiffany.

CENTRAL PARK.

THE many improvements which have been made in Central Park the last thirty years have made it one of the finest if not the finest park in the world. Its magnificent trees are now grown to their full proportions. Its drives and bridle paths are laid out and perfected. Its romantic lakes, sylvan dells, rivulets, woods, etc., located now right in the heart of the great metropolis, cover an area of over 840 acres, of what is one of the finest pieces of landscape gardening in the world, and is a mingling of Nature's exquisite workmanship further embellished by the art of man. Nothing approaches it more closely in beauty than the charming park of Versailles, or the park surrounding the "Sans Souci" of the Great Frederick. In both winter and summer this place of popular amusement is always a lively scene of gayety, and every amusement and convenience that can be thought of is provided for its visitors. While the Casino and McGowan's Pass Tavern is the favorite rendezvous of New York's wealthy horsemen; the children find it a picknickers' paradise, where they can play to their heart's content on the smooth velvety lawns, while baseball, cricket, croquet, tennis, skating, rowing, driving, bicycling, sleighing, and driving, all are indulged in in this beautiful breathing-place of New York's millions. Its museum, with its

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PARK ROW, LOOKING NORTH FROM NASSAU STREET.

City Hall Park.

Franklin Monument.

Register's Office.

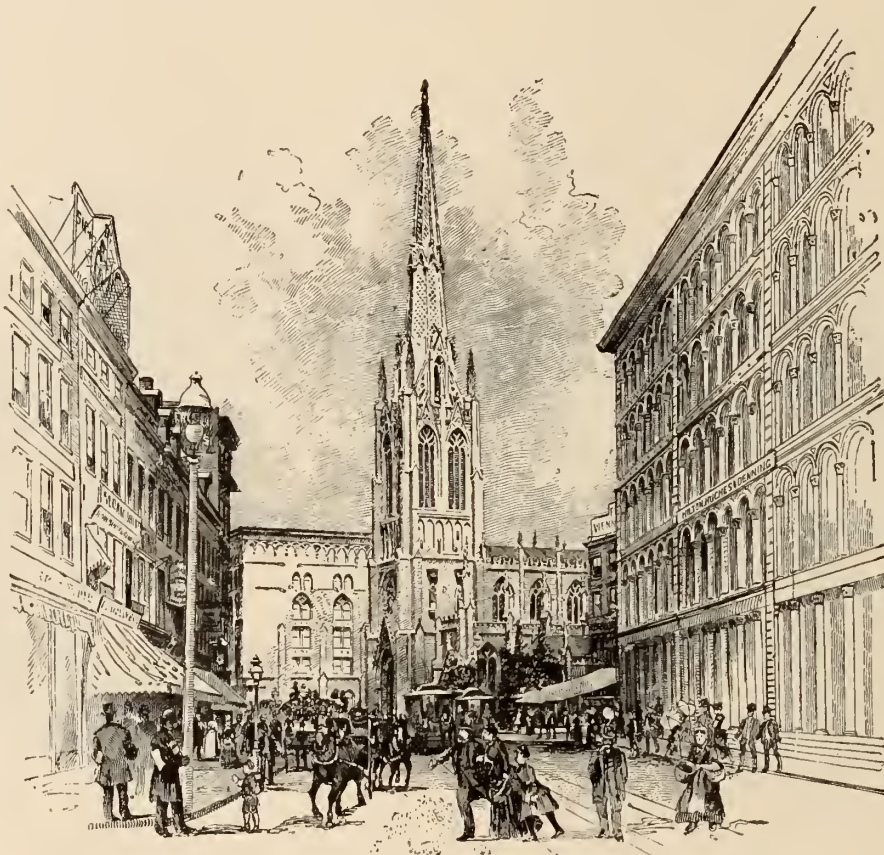
Staats-Zeitung Building.

Footway Approach to Brooklyn Bridge Cars.

many art treasures, is now to be compared with many in the old world, while the wonders of taxidermy in the Museum of Natural History invites the curious and studious to spend their half-holiday in this richly-stocked building. Quite as important to this big city as Central Park are the other smaller parks which have been created here the past few years, and of which the city now lights 69.25 acres. Our philanthropic and wealthy citizens have made the Metropolitan Museum in the Park, a possession of which New York may well be proud, it standing now one of the good collections of the world. One of the great factors in the success of the Metropolitan Museum has been Henry G. Marquand, who has done more for art in this country than any other man and has been the pioneer in stimulating the public's taste for beauty. Indeed so liberal has he been in his princely gifts, that it is said he has given more to the museum than he will be able to leave to his children, in costly paintings, bric-a-brac, rugs, pottery, etc. The late Catherine Lorillard Wolff's collection, was worthy of a king's gift, while the collection bequeathed to the museum by the late Edward C. Moore, of the firm of Tiffany & Co., contains priceless works of art in over 1,500 pieces of rare pottery, glass, bronze, gold and rare porcelains, gathered by him from every quarter of the globe.

Madison and Union Squares may be called the parks of the people where the masses throng daily. Many other parks are scattered through the city, among them being Bellevue, Bryant, City Hall, Elm, East River, Harlem River, Jones Wood, Lion Park, Morningside, Mount Morris, Riverside, Stuyvesant and New York's queerest of all parks, Tompkins Square,

and which some call "Little Berlin." The new East River Park has been recently acquired, as has also Rutgers Park and one at Leroy Street called Chelsea Park. In the annexed district is St. Mary's Park; while old Mulberry Bend is to be turned into a pleasure ground.



BROADWAY FROM NINTH STREET, SHOWING GRACE CHURCH.

NEW YORK'S PRIVATE PALACES.

THE change from the comfortable old Dutch Homestead on Staten Island that Commodore Vanderbilt dwelt in when a young man, to the magnificent palaces of his grandchildren, is a transformation that would be magical in any other country. The Vanderbilt houses on Fifth Avenue are worthy competitors of any imperial palace in monarchical countries.

The palace of Wm. K. Vanderbilt on Fifth Avenue is a marvel of architectural splendor and luxurious furnishings, and above all is the palace of Cornelius Vanderbilt at Fifth Avenue and 57th Street and Central Park Plaza, one of the finest locations in the city and the handsomest and costliest private house in the world. This house has lately been remodelled at a cost of \$7,000,000. As completed now the dwelling is a most magnificent one. The decorations of the ball room alone will cost \$200,000, and everything else

is in accordance.

If anything could emphasize the gradual shifting of the social centre of New York from Fifth Avenue, below Central Park to Fifth Avenue above or alongside New York's greatest breathing-spot, it is the recent action of the millionaire leader of New York society, John Jacob Astor.

At Fifth Avenue and 65th Street he is erecting one of the most magnificent residences in New York, at a cost of \$800,000. This house is a marble palace, occupying more ground than any other private residence in New York. Near this is the handsome residence, facing the park, which George J. Gould recently purchased for \$300,000. Near here is also the handsome residence of Mme. de Barrios, the elegant Havemeyer residence, and those of other society people, in fact the gradual encroachment of trade on Fifth Avenue, from Madison Square to Central Park has crushed the residential portion farther up, and hereafter Fifth Avenue from 57th Street to the limits of Central Park is to be sacred to Society's 400.

Nearly everybody is familiar with what is known as "Millionaireville," particularly that part of it in and around 57th Street. On the northeast corner of that street and Fifth Avenue is the historic house of which Mrs.

Paran Stevens has a long lease. On the southeast corner is the mansion built by C. P. Huntington. Opposite is the big residence once owned by Mrs. Frederick Stevens and now belonging to the Whitney family, all of which shows how "the course of empire takes its way." Considering that each foot of ground is worth its weight in good gold coin, the fad of our

millionaires for city gardens is a costly one. But as nothing is impossible to the wealthy we have some few instances of a desire for breathing-places amid modern bricks, stone and mortar, that in their way, are as beautiful and refreshing to the eye as the magnificent Shalimar of the Delhi emperor, or the fabled gardens of Iran, which were made in imitation of Paradise

by the impious Shedad. Among these is a plot on Fifth Avenue and 58th Street worth its weight in solid gold coin which was recently purchased by Cornelius Vanderbilt for \$150,000 to make a *parterre*. For this he bought the Seventh Regiment Club House and pulled it down to make a beautiful addition to his magnificent palace, and which is a reproduction of the "Little Trianon" of Marie Antoinette.

John Jacob Astor has just purchased at a cost of \$150,000 two beautiful stone houses at the rear of his mansion on Fifth Avenue and 65th Street to make a "tennis court" for his wife.

John D. Rockefeller, the Standard Oil magnate, has the finest piece of lawn below 59th Street, which is almost rural in its scope. Among others are those of Whitelaw Reid at the old Villard mansion, and that of Mrs. Jules Reynal, 39th Street and Madison Avenue. The Theodore Havemeyer residence is one of the finest in town. Mr. Wm. C. Whitney's residence,



Tiffany's.

UNION SQUARE, WEST SIDE, LOOKING NORTH.
Broadway.

Lincoln Monument.

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FOURTEENTH STREET, WEST FROM BROADWAY. THE GREAT SHOPPING THOROUGHFARE.

Lincoln Building.

Lincoln Monument.

which was built by Mrs. Frederick Stevens, (whose father, Mr. Sampson, was an old Broadway resident with him), like an old baronial castle, has quite a stretch of lawn on both Fifth Avenue and 57th Street.

On Stuyvesant Square, the house of the Hamilton Fishes, of the Rutherford Stuyvesants and the Folsoms, have all fine gardens. On 14th Street, right in the heart of the city, stands the old Spingler homestead with several acres of garden around it and Mrs. Van Beuren, the late occupant, seemed scarcely to appreciate that she occupied a space of ground worth a king's ransom.

About the old fashioned brick house at 19th street and Broadway, where lives the sister of the late Peter and Robert Goelet, who was Miss Hannah Goelet and is Mrs. Thomas R. Gerry, mother of Eldbridge T. Gerry, is a lawn where up to within a short time ago a cow chewed her cud and a peacock and hen aired their feathers. Many other lawns exist, but Cornelius Vanderbilt and John Jacob Astor are the only ones who thus far in the history of New York have bought houses to tear down and convert the lots into gardens.

Other luxuries that the wealthy residents' taste runs to are the magnificent private stables for roadsters that have gone up in the past few years. One of the costliest of these is a combination stable, coach house, gymnasium and riding-ring which Mr. Louis Stern, of Stern Brothers, has recently erected at a cost of \$180,000. Frank Work has a stable finished in oak and brass which he erected at a cost of \$120,000, while W. D. Sloane has one built at a cost of \$75,000.

The Rockefellers and also Mr. Flagler, another Standard Oil magnate, have veritable equine palaces, as has also Mr. Bailey, the showman.

In fact, the tastes and pleasures of New York's millionaires are becoming as fastidious and luxuriant as were those of the ancient Romans. Progress in the arts, business, and social life, means progress in refinement and culture, and this is shown

in all things during the last generation, and more particularly so here in New York, where "advance" is the watchword, and progress is evident in everything.



HOTEL BRUNSWICK, FIFTH AVENUE AND TWENTY-SIXTH STREET.

THE WONDERFUL GROWTH OF THE WEST SIDE.

THERE was never in mortal "ken" such a transformation, even in the fabled gardens of Baalbec in a night, than there has been in the great west side within the past five years. An interesting chapter in one of Zola's novels describes a real estate boom where

rookeries are converted into palaces, and crooked lanes into magnificent boulevards. Of course this was fiction, but it seems no less marvelous than Zola's wonderful description to see the changes on the west side of the city. Five years ago the traveler on the West Side elevated roads could detect large tracts of vacant ground; vegetable gardens stretching for blocks, interrupted only by squatters' huts. How different is this now since the West Side was built up! Travelers at one time spoke of the monotonous acres of brown stone fronts, almost identical in design. Now the stranger can spend

hours roaming through handsome streets filled with beautiful houses, each one worth looking at and no two alike. The great section of the city lying

west of the Park is now the choicest residential portion of New York. Nor is it in the private residences or apartment houses alone that the West Side has developed our architectural taste. The office buildings and stores are also marvels of beauty, convenience, and taste, and like those of farther downtown contain improvements for the convenience of tenants never thought of before. And why should it not be? On one side is our

beautiful Central Park—the finest in the world—on the other is the grand view of the magnificent Hudson with the Palisades frowning over it from their lofty height, with Fort Lee Park, and the lovely and popular Riverside Drive and Park, which combines a river view unequalled anywhere in the world.

The many new apartment houses erected on this side for the past few years are astounding and too numerous to mention, among them being the new and grand Hotel Majestic at 72nd Street and Broadway, the "Omaha," the "Nevada," the "San Remo," the "Hotel Beresford," "Empire Hotel,"



CROSSING OF BROADWAY AND SIXTH AVENUE AT THIRTY-FOURTH STREET.

"Hotel Endicott," and many others. Altogether the West Side has approached a state of perfection within a few years, and bare rocks and

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FORTY-SECOND STREET, EAST TO GRAND CENTRAL DEPOT.

Madison Avenue.

Grand Central Depot.

weed-grown thoroughfares have been converted into a region of palaces and boulevards. Fort Washington Park Point, jutting out into the Hudson at 178th Street, has been laid out as a site for a grand Park, and there is no vacant spot near New York that can be named as a rival to it, being romantically and picturesquely wild and grand with a magnificent view of the Hudson, and which the new speedway will render easy of access for a fine drive. The massive and beautiful structure which stands as a monument to William H. Webb's philanthropy, known as the Academy and Home for Shipbuilders, is also an ornament to the neighborhood, standing on a bold prominence of Fordham Heights.

There is no doubt that the choice of the site for General Grant's tomb and his interment at where the intended magnificent mausoleum will be—one of the finest spots on Manhattan Island—was one of the strongest advocates to the building up of that section of the city, bringing its beauties to the public notice in making Riverside Drive to the tomb the favorite and fashionable one, which it will always remain, as the beauty and extent of the scenery cannot be surpassed. When this tomb is finished it will be one of the most magnificent tributes to greatness extant. This memorial, which is now on its way to completion, will be of light granite, about 100 feet square and 150 feet in height. It will be on high ground, the base being about 150 feet above the level of the sea, which will place the pinnacle of the monument 300 feet higher than the Hudson. It will be high enough and large enough to be seen from the Palisades, the towers of the Brooklyn Bridge and all high grounds within ten miles of the park, and every vessel that sails up and down the river. Three millions of dollars have been spent already by the city in the work of decorating this

pleasure-ground. Every year the city's population increases to such an extent and business is so gradually creeping up town, that the tide of the residential population is also gradually creeping up, and the demand for uptown houses and apartments between 59th Street and Harlem is constantly on the increase, and is even exceeding the supply, although houses are springing up in that quarter almost as magically as the palace of Aladdin.

The fast trains run by the New Haven Railroad to Mount Vernon and by the Harlem Railroad four track system to Woodlawn is a great incentive to New Yorkers to settle in this locality, and even as far as Dobbs Ferry is becoming rapidly built up, as is also Brooklyn, Jersey City, and every place that is accessible in New Jersey, Long Island, etc. "Ardley Park," which was the great project of the late Cyrus W. Field, is a favorite spot with prominent New Yorkers as a place of residence. Ardley Park is a most beautiful spot on the Hudson, between Irvington and Dobbs Ferry, which is rich in reminiscences of Washington Irving. Benedict Arnold, the shooting of Major André and many other early reminiscences, was chosen by the late Cyrus W. Field for its convenience to the city and the beauty and variety of the natural scenery and its unequalled river views, and was improved by him at a cost of over \$2,000,000. This magnificent spot is now the residence of many prominent New Yorkers, among whom are "our

own" Chauncey M. Depew, whose luxurious summer dwelling, "Inanda," is a veritable "bower of roses." In no city in the world are the suburbs so inviting as around New York, and some of the palatial residences along the Hudson are fit for kings.

Those of the late Jay Gould at Irvington, the "Fields" and Depew



FIFTH AVENUE, NORTH FROM FORTY-SIXTH STREET.

residences with many others at Ardsley Park are literally palaces, as well as the magnificent Rockefeller mansion and grounds six miles farther north, and many others stretching as far as Rhinebeck-on-the-Hudson, where the palatial residences of many of New York's millionaires are located; among the most prominent of which are the estates of the Astors, the Rhinelanders, and that of Levi P. Morton. Many others have magnificent estates scattered through Westchester County, as that of "Ophir Farm," at White Plains, the residence of Whitelaw Reid, which is one of the finest on this continent; Scarsdale, where one of the Vanderbilt residences is located; and along the "Iselin Manor" notorious skipper of learned his sailor

At Pelham Man-
Duchess de Dino's
Frederick Stevens)
the \$35,000 mansion
and many of New
business men.
Mount Vernon is
also one of New
York's beautiful residence
suburbs and is called the "Pearl
of Westchester
County," to which
its natural and artificial
advantages, its
healthy location,
modern improvements
and charming villas entitle it. It
is only thirteen
miles from New
York, where over
one hundred trains
per day convey passengers. In fact we have the country in the city, around Pelham, and Van Courtland and Bronx Parks, which are full of meadows, glades, dells, shady nooks, glens, streams and fine spots for a day's outing and which are almost at the door of the toiling millions and where picturesque and historical houses add human interest.

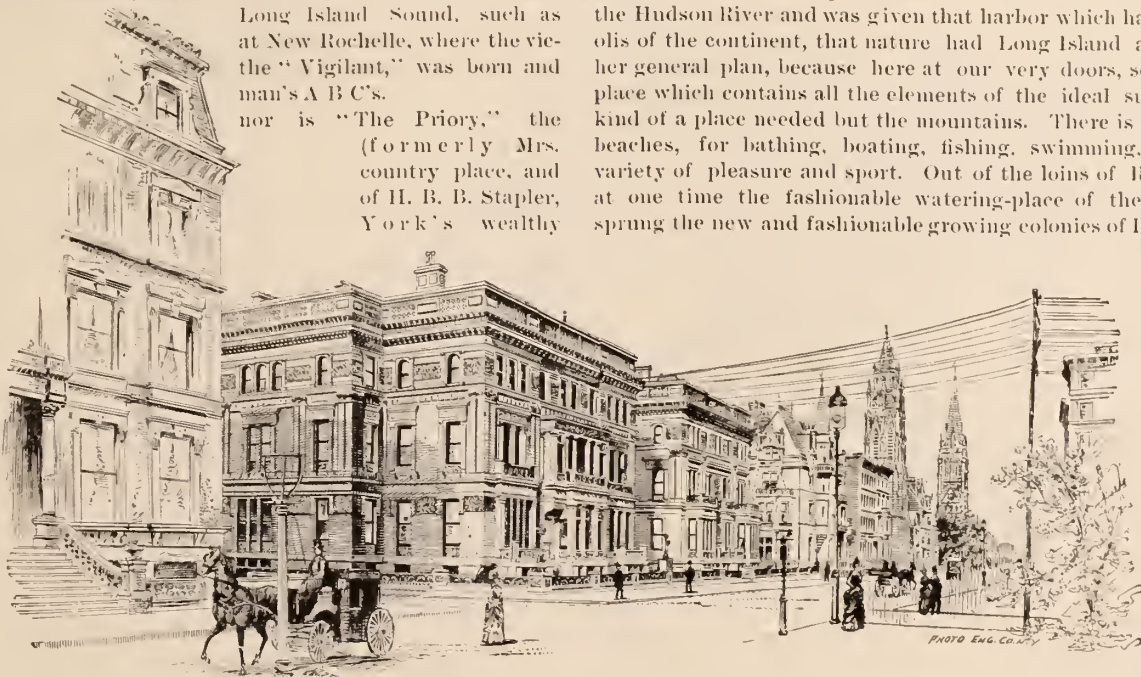
But few people in New York are familiar with the rural beauties that lie at the very doors of the metropolis in the public parks of the annexed districts.

The Bronx River is the attraction of Bronx Park, Pelham's beauties

Long Island Sound, such as at New Rochelle, where the vic-
the "Vigilant," was born and
man's A B C's.
nor is "The Priory," the
(formerly Mrs.
country place, and
of H. B. B. Stapler,
York's wealthy

being the Sound and its great fields. In the Bronx Valley Adelina Patti, when a swarthy little black haired girl of twelve, was playmate to a dozen residents of Washingtonville, who still talk of her, and in this romantic spot there is now a regular colony of Italian peasants, which makes life there seem something like the country life of Italy. Another summer paradise for the great class of men who must keep in touch with their city business is Long Island, on which the Health Commissioner congratulates the great metropolis on being fortunate enough to have at its door. When Manhattan Island was placed as it is in relation to the great waterway of the Hudson River and was given that harbor which has made it the metropolis of the continent, that nature had Long Island as a distinct part of her general plan, because here at our very doors, so to speak, there is a place which contains all the elements of the ideal summer resort for any kind of a place needed but the mountains. There is shore, and the sandy beaches, for bathing, boating, fishing, swimming, shooting and every variety of pleasure and sport. Out of the loins of Rockaway, which was at one time the fashionable watering-place of the old aristocrats, have sprung the new and fashionable growing colonies of Lawrence, Wave Crest,

Cedarhurst, Isle of Wight, and others, where polo, pony racing, steeplechasing, and fox hunting all flourish, while golf, tennis and all other athletic sports have their followers. Many magnificent residences have been erected in these places by members of New York society, so that we may say that what Pompeii and Baie were to



THE VANDERBILT MANSIONS, FIFTH AVENUE.

mediaeval Rome, Long Island is to New York.

THE NEWSPAPERS OF NEW YORK, WHICH ARE THE MOST ENTERPRISING OF ANY IN THE WORLD.

THE newspapers of a generation ago included the "Herald," the "Sun," the "Tribune," the "Times," the "Evening Post," the "Commercial Advertiser," the "Courier" or "Enquirer," the "Journal of Commerce," the "Express," the "Mirror," the "Courier des Etats Unis," and several German newspapers; the principal magazines

were "Harper's," and the "Knickerbocker's." Many new and excellent papers have sprung up since then as well as solid magazines which hold their own in popular favor, among them being the "World," the "Recorder," "The Mail and Express," "The Journal," "The Commercial Advertiser," "Frank Leslie's Illustrated," and many theatrical papers; and in magazines the most popular being the "North American Review" and "The Century Magazine," and there are now twenty-seven daily newspapers published, as many weeklies and nearly as many monthlies, while myriads of books are also issued.

Instead of the tumble-down buildings of other days the newspapers have splendid homes. City Hall Park looks out on "Printing House Square" proudly as she views the new and magnificent home of the "World," that "Phoenix" of papers, which has literally risen from ashes since Mr. Pulitzer assumed its management; the solid and beautiful building of the "Times," and the new home of the "Tribune." The "Herald," with its usual lead has followed the march of progress and left its magnificent building at Broadway and Ann Street to erect one of the most unique and perfectly equipped newspaper offices in the world on the triangular site at 35th and 36th Streets and Broadway and Sixth Avenue, the surrounding section being now known as "Herald Square."

Below this, from Herald Square to 28th Street, is what is distinctively an American institution known as the "Rialto," and which is the resort of the wearers of the buskin and the rendezvous of actors of all sorts and conditions in the histrionic world. One can find nothing like it in any other city in the world, it belongs exclusively to New York. The Astor House steps are the political rendezvous, while the Fifth Avenue portico is the lounging-place of bankers, statesmen, kings and merchant princes, whose names are world known, and in fact the whole city has its different familiar corners; and the "tenderloin!" What Venice is to Italy

"The revel of the earth
The mask of Italy."

so this district is to this city and reminds one of a glass of sparkling champagne held up before an electric light, or life as shown in the new kinetoscope, with sparkles of electricity mingled in with the "passing show." The Tenderloin!—Realm of all night revelry, refuge of stricken hearts, and blasted lives. Here flutter the moths of all colors, all kinds and all sizes, the gilded youths with the sharks of life waiting to swallow his hopes, his ambitions, and rub the gilt from his soul. In this spot, where the spice of life is sought after midnight, may be found any kind of amusement sought for in the new life that commences at that hour, and where "New York by Gaslight" is fully illustrated.

In fact a different interest centres in all parts of this great city—on the piers, at the ferries, on the railroads, in the streets.

THE LIBRARIES.

NEW YORK has about forty-five libraries—thirty-four of which are public, and the number and value of the volumes within their walls have grown so rapidly that Paris, Munich and even London will be surpassed in their library collections if the present growth continues.

The Lenox Library is the exclusive retreat of the denizens of Murray Hill and the aristocracy of the city. The business man would feel out of place among the sombre collections of the Astor Library, so long ago he planned and built a Mercantile Library for his own use. The Law Society, Hospital, Apprentices', and Directory Libraries have each a distinctive patronage.

The Astor is the richest of all our libraries. One million dollars worth of books repose upon its shelves, which contain over two hundred and fifty thousand volumes, and is, of course, a great resort for students and *litterateurs*. Among its frequenters are Edgar Saltus, Edward Fawcett and A. C. Gunter, the novelists. Antiquarians from all parts of the country spend more or less time here. This library contains \$200,000 worth of priceless books and manuscripts that are storehouses of scholarship, and rare works that are worth small fortunes, which are seldom allowed to go into the hands of the public.

The Lenox Library contains the next rarest collection of book treasures, and contains some ancient illustrations in priceless manuscripts that excel the work of our modern artists. The Lenox also contains an excellent Art Gallery whose chief attraction is "Milton dictating 'Paradise Lost' to his Daughters." There are but 50,000 volumes at the Lenox, but most all of them are rare books and many of them scholars' standards, and books of reference.

The Mercantile Library is the home of light literature and contains 250,000 tomes, ranging from Voltaire to Rudyard Kipling. There are two law libraries in the city; the principal one belongs to the Law Institute, and is located in the Post Office Building. It contains about twenty-five thousand volumes of reference. The Cooper Union contains 20,000 volumes and the Apprentices' Library contains over 60,000 volumes and is patronized chiefly by working people, while the Directory Library contains 500 volumes and is patronized mostly by detectives, lawyers, etc. The physicians of the city have the advantage of the consulting library of the New York Hospital, which contains the finest collection of medical works in the country.

BANKS.

NEW YORK is called the banking and financial centre of America and the chosen throne of capital, and the banking facilities are not exceeded by those of any city in the United States. The financial importance of New York has kept pace from year to year with the country's growth.

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FIFTY-NINTH STREET, SHOWING THE NAVARRO FLATS.

Thirty years ago Chase, then secretary of the treasury, successfully planned and reconstructed the entire system of banking, and there are now in New York forty-nine national banks with a combined capital of \$49,600,000, with surplus and undivided profits of \$57,220,098; and forty-five state banks with a capital of \$17,372,000, with surplus and undivided profits of \$15,309,837.

The foreign banking houses conduct the operations of the Old and New Worlds, while the great trust companies are repositories of immense wealth and institutions of enormous power. Among these solid institutions must be named as sharing the strides that commerce has made in New York, the unpretentious but solid old Chemical Bank, at which the privilege of writing a personal check is a passport to a good many places and which has been known to be of vast assistance to a man in a social way, as well as in business. This bank is the bank of big estates, the bank of the great landed estates in this country, and among its depositors might be made a complete list of all the old Knickerbocker families of the city and some of the wealthiest corporations in the world. The shares, which were originally bought for \$100 apiece are now worth \$4,900 and pay an annual dividend of 150 per cent, which is 146 per cent. more than government bonds. Its capital stock is \$300,000 and it pays out in dividends annually \$450,000 and has a surplus of over \$7,000,000 and its annual deposits are over \$25,000,000. It is no easy matter to open an account here.

Among the new buildings in this department that have been erected in the past few years may be mentioned the new Union Trust Company's Building at No. 80 Broadway at a cost of \$600,000; Gallatin Bank in Wall Street at a cost of \$380,000; Central Trust Company, Wall Street, \$200,000; Greenwich Bank, Sixth Avenue; Farmers' Loan and Trust Company, William and Beaver Streets; Mechanics' Bank, No. 33 Wall Street and others in this line. Chief among these great financial palaces will be the new home of the New York Clearing House, now being erected on Cedar Street between Broadway and Nassau Street, and which will be one of the most beautiful edifices identified with Wall Street.

More money or the representative of money changes hands in Wall Street than any where else in the United States. The street is practically the clearing house for the country. The sub-treasury in New York does infinitely more business than the national treasury at Washington. Banks generally throughout the country keeps balances in the banks of New York. Those in and near Wall Street are selected by country banks as their New York correspondents for the reason that the bulk of the banking business is in that locality, and a New York draft is available in every portion of the United States.

The proportionate amount of capital invested in banking in this city is unusually large, and divided, as it is, among a large number of subscribers, it demonstrates the fact that this is essentially a financial community.

OUR SKY SCRAPERS.

BUT the many new and wonderful office buildings, which are still linked with the old ones like the dead and living criminals of Mezentius, are like municipalities with laws of their own and indicate the progress of the city's business in an area which is less than a square mile, lying below Canal Street on Manhattan Island, and where over a million people gather for business each day in this little patch of territory, and the only resource for the growing business was to build higher and higher till ten stories, then fifteen stories and now twenty-three stories, have been reached, and now millions of people find accommodations "in the air" in these modern wonders of buildings. Within each of the walls of these buildings is a separate community with its own police, its own caterers, its own servants, and with laws that must be respected. Few people entering these buildings realize that from the moment they step within the portals until they go out they are under the watchful eyes of a special police force. Dangerous visitors are not frequent, and the duties of the guardians in ordinary times are confined to saving the tenants from annoyances and theft. Beggars or canvassers are not admitted. Canvassers of the right kind can get a permit. Some of these buildings contain as many business men as are to be found in large villages and are as populous as a suburban borough. The occupants of the Equitable Building alone number from 3,500 to 4,000.

Many buildings have peculiar classes of tenants as the Equitable, which is known as the "Lawyers' Building;" the Washington Building, which is filled with great coal operators; the Mills Building with bankers and brokers, etc. The revolution in office buildings began with the erection of the Equitable, still one of the finest in the city; after that came the Mills Building, the Washington Building and many others.

The capacity of some of these buildings is astonishing. The new Constable Building will have 11,120 square feet of floor surface on each floor and on its eleven floors there will be 231 offices. The American Tract Society's new building will contain 814 offices, distributed over twenty-two floors. Some of the older buildings which are very large contain comparatively few offices. The Astor Building, seven stories in height, covers an area of 5,916 feet and has only 154 offices. The Edison Building, covering 5,138 square feet and eight stories high, has only 88 offices. The tendency nowadays the agents say is for smaller rooms, and even if they have to use large floor space to have it cut into individual offices.

In fact to stand in City Hall Park the *coup d'œil* takes in a greater number of magnificent sky scrapers than can be seen at a glance in any other large city in the world, and all of them have gone up within the past twenty years. The Pulitzer Building, the "Times" Building, the "Tribune" Building, the "Staats Zeitung" Building, the Home Life Insurance Company's Building, the Postal Telegraph Company's Building, the

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VIEW IN CENTRAL PARK, SHOWING BRIDGE.

Mutual Reserve Fund's new building, the Temple Court Building, the Potter Building, the new Post Office, the Shoe and Leather Bank, while in the immediate vicinity is the Downing Building, the "Reeorder" Building, the Western Union Telegraph Company's Building, the "Mail and Express" Building, the Corbin Building, the Havemeyer Building, the Monroe Taylor Building, the Coal and Iron Exchange, the Electrical Exchange, the Bennett Building, the Nassau Building, the Scott & Bowne Building, and many other new and handsome structures, while further down town are many new buildings, including the magnificent building of the Manhattan Life Insurance Company, the Union Trust Company's Building, the Columbia Building, the Aldrich Court, the Tower Building, Welles Building; the American Tract Society's Building which is being built at Nassau and Spruce Streets, and that of the American Surety Company, at Pine Street and Broadway, which will be two of the highest buildings in the city; the new Clearing House which is being built on Cedar Street between Nassau Street and Broadway, the Mutual Life Building on Nassau Street, and many others. The new Criminal Court House is another ornament to the city, which reminds one of the Doge's Palace in Venice and its Bridge of Sighs, with "a Palace and Prison on each hand," as well as the new Wool Exchange, which will be ten stories high and cover an area of four acres on West Broadway and cost over one million of dollars.

The Mutual Reserve Fund Building is one of the handsomest new buildings in the city. It is fourteen stories high and is imposing, massive and beautiful, and is absolutely fire-proof. The site cost \$600,000 and the magnificent building on it brings the cost to \$1,200,000. It is built of Indiana limestone, and the balustrade on its roof is 200 feet above Broadway.

One of the finest "power buildings" in New York is the Scott & Bowne Building at Pearl and Rose Streets, which is twelve and a half stories high from the street. This splendid structure stands on ground where had stood for nearly a hundred years, several fine old-fashioned mansions with their white painted portals and dormer windows—a part of this site was also occupied by a little church, also belonging to another age and deserted years ago.

Temple Court was the pioneer among the great office buildings and the beginning of the revolution in these structures and was erected by Eugene Kelly, the banker, in 1882. It was on this site, in a theatre built in 1751, that Hamlet was first produced in America, and from this theatre came the title to the narrow street, "Theatre Alley," that runs along one side of Temple Court. The original Clinton Hall and Clinton Hotel occupied this site and here the Mercantile Library first commenced the splendid collection of books which it now boasts.

In the vicinity of the bridge entrance, too, there have been erected numerous towering buildings devoted to manufacturing interests, occupied by printers, binders, and others, the nature of whose operations require steam power.

EXPENSE OF LAYING THE FOUNDATION FOR A SKY SCRAPER.

THE public generally has no idea of the precautions that have to be taken in laying the foundation of these tall buildings and prevent the undermining of the other big structures around them. In fact the erection of the great twenty-three story building of the American Surety Company, now in process of construction, will be the greatest engineering feat of its kind ever attempted in this country, on account of the big buildings surrounding it and the immense weight of the building itself, which is built on a lot 85 feet square, and which when completed will weigh exclusive of furnishings 44,000,000 pounds. The foundations for this had to be sunk by means of caissons to a depth of over seventy feet. The building will cost \$1,250,000. One-fifth of this amount will never be seen as it will be buried in the ground.

OUR SCHOOLS AND PROGRESS IN EDUCATION.

MANY progressive features have been added to our educational system later than New York's famous Normal College for women. Many spacious and substantial new school buildings have been erected to accommodate the increasing population. Nine new buildings have been erected in the past year, while many others have been extended, all of them being fire-proof and give an added seating capacity for 6,780 new pupils, and in another year there will be room for 12,000 more, while one Grammar School, No. 67, will be used exclusively for colored children. Many useful innovations have been made in some of the schools, such as teaching little girls how to cook, which is done on gas stoves. One of the greatest boons to the coming generation is the New York Trade Schools which were established ten years ago for the purpose of giving young men trades in the mechanical and scientific branches and giving them the opportunity of learning all branches of skilled labor, which had formerly been done by foreign workmen mostly. To this noble institution Mr. J. Pierpont Morgan has lately given the splendid gift of \$500,000. Free schools are one of the pillars of American civilization and too much importance cannot be given to these institutions for the great future of the nation. A new industry has also sprung up in New York in the last couple of years and that is the establishment of looms for the manufacture of Gobelin tapestry, the first that were ever made in this country. The factory is on the Bronx near Williams bridge and the work turned out is as fine as any made in the Gobelin Works.

Another innovation is the providing of omnibuses by the Board of Education to convey children to and from school in the annexed district, where the schools are far apart, the stages stopping at the childrens'

* NEW YORK-1894, *



VIEW IN CENTRAL PARK (WEST SIDE), SHOWING DAKOTA FLATS.

houses to pick them up en route, and which has had a most beneficial effect upon the progress made in the studies.

We also have the beautifully located finishing school on Riverside Drive, where the daughters of millionaires are taught all the accomplishments, languages, etc., that fits them for their positions as ladies of society.

THE SCIENCES AND ARTS.

LONG strides have also been made in this city in surgery, medicine, and sanitary science, and the facilities for warding off disease and stamping out danger, have grown perfect under the vigilance of the efficient Board of Health. New York city is far ahead of any city in the world in the thoroughness and efficiency with which it guards against contagious diseases, and great progress has been made in every branch of science and the arts. The growth in the inventions and applications of electricity in the past few years is marvelous and in too many new ways to mention. Telegraphing has been done without wires, scientists are now talking along a beam of light through the photophone, and the latest invention by Edison is the kinetoscope. Other scientific discoveries have been the discovery of the different bacteria of infectious diseases and the process of inoculating against the different diseases, the cure of dipsomania by bi-chloride of gold injections, hypnotism which has superseded anaesthetics, and hundreds of new remedies have been found in medicine and surgery. Great strides have been made in astronomy, in anthropology, in engineering, in chemistry and in everything that is an aid to civilization and help to mankind.

CHURCHES.

CONSIDERING that Rome, the "Eternal City," has only something like 365 churches and that churches are the predominating feature of what was once the "Empress of the World" we may consider that New York is well provided for when she makes a showing of 206 churches of different denominations. Of these 27 are Baptist, 5 are Congregational, 14 Lutheran, 32 Methodist Episcopal, 30 Presbyterian, 5 Reformed Presbyterian, 5 United Presbyterian, 43 are Protestant Episcopal, 12 Reformed Dutch, 21 Roman Catholic, 4 Unitarian, 4 Universalist, 3 synagogues, 2 Friends' meeting-houses, and two miscellaneous. Of these the magnificent St. Patrick's cathedral on Fifth Avenue is the finest piece of church architecture in the city and is in pure Gothic style. Many others are also architecturally beautiful. Many new churches have been erected in the past few years in the upper portions of the city, many of them being triumphs of architecture.

INCREASING CHANGES FROM THE OLD TO THE NEW CITY.

OLD landmarks are gradually disappearing and many quaint and shaky buildings are so overshadowed by palatial structures on either hand that they often escape observation only by the old residenter, who loves to recall memories of the long ago. Many of these ancient habitations are allowed to remain because their owners are waiting for a rise in real estate values. This is especially noticeable in the "Greenwich Village" section of the city, now known as the Ninth ward, which was the hot-bed of Know-Nothingism in the "American party" days. There are localities, too, on the East Side, noticeable reminders of when Henry Street, East Broadway and Montgomery Street, were the nabob quarters in the early forties. New Yorkers imagine that every vestige of the "dead past" in the city has been trampled out, but they crop out every now and then among the most modern and elegant surroundings in ramshackle rookeries. Tall structures are now crowding in on the queer little buildings, and triangular landmarks in the downtown district around Pearl and Chambers Streets. Twenty-five years ago a full-sized lot could be bought for \$7,000 in this locality, and within a year an old settler refused \$150,000 for three lots. Many historic and famous houses are disappearing and many historic spots are being left unmarked, among them being Washington's Cherry Hill residence on Franklin Square, the "Hamilton Grange," on Washington Heights, from which spot one can see the Weehawken shore upon which Hamilton fell while defending his honor from the attack of the infamous Burr, although the famous thirteen trees which Alexander Hamilton planted with his own hands are still standing here as a monument commemorative of the thirteen original states of the Union, still they are appropriate for a monument or memorial tablet; also the place at 43d Street and Broadway where General Washington and General Israel Putnam held a conference of war. Another interesting site is that on Chatham Street, where the first free schoolhouse was built in New York city in 1800, and another where the Garden Street Dutch church was built, and which was famous in its day. Just about 200 years ago the Dutch church was finished when what is Exchange Place now was Garden Street. The Macomb mansion on lower Broadway was at one time occupied by Washington. Another interesting old spot is on John Street, between William and Nassau Streets, where the first M. E. church in America was built and opened 124 years ago, and to which some of the famous old Knickerbocker families were contributors, and which has since been twice rebuilt. Neglected cemeteries of other generations are still lying in the heart of this great city. One of these, which is among the oldest landmarks of New York, is framed in by a factory, a massive apartment house and a frame building; a relic of old New York bearing the name of

"The Old Grapevine," and near one of the busiest shopping districts is another. Another of these old cemeteries lies near the Bowery. Another old landmark soon to disappear is the old colonial mansion over the tunnel at Ninety-fourth street and Park avenue, where General Winfield S. Scott once resided, and the Ray mansion built in Chelsea village 50 years ago on what was then the Ray farm by Robert Ray on the spot now known as Ninth avenue and Twenty-eighth street. An old-time church soon to be

prominent people. The massive old Schermerhorn house in Twenty-third Street is soon to be razed, since the death of its disappointed owner. Another of New York's oldest landmarks that will soon disappear to make way for the great drawbridge at One Hundred and Fifty-fifth street is the famous old "Road House," once the Macomb farm house, which was turned into an inn and was the favorite halting-place in other days of scores of New York's most prominent men, and owners of fast flyers on



CENTRAL PARK—THE TERRACE AND GRAND STAIRCASE.

sold is that of the Church of Sea and Land which was built in 1819 and is at the corner of Henry and Market Streets, near the spot where Nathan Hale suffered martyrdom and only a few rods away from where Robert Fulton made his first experiments. Once Commodore Vanderbilt lived near here and was one of the congregation. Among the other pew holders were Mayor Westervelt, Moses Grinnell, Robert Taylor and many other

their way to Fleetwood or Jerome Parks, and almost any day here could be seen Commodore Vanderbilt with one of his famous roadsters, William H. Vanderbilt and Fred Vanderbilt, Robert Bonner, David Bonner, Frank Work, August Belmont, Colonel James Fisk, John Jacob Astor, William B. Astor, General Grant, Colonel Kip, Eph Simmons, Isaac Bernstein, George Law, Roscoe Conkling, and in fact all of New York's millionaires who enjoyed a

drive behind their blooded stock. Another interesting old landmark that is disappearing to make breathing-room on the East Side is the old "Ferry-House" on "Corlears Hook" at No. 88 Jackson Street, built at the beginning of the century, and whence started a ferry for Brooklyn that landed at Hudson Avenue and made the shortest route to the Navy Yard. But these old landmarks are only disappearing as many others have in the past and before many years we will have an entirely new city that in its improvements, population and area shall outshine any in the world.

NEW YORK A NEW CITY.

NEW YORK is a new city in all but name, and even that may be changed when the vast area that is intended to be included in the "Greater New York" is consummated. Our colossal commercial palaces and business buildings are the marvels of strangers and foreigners, and even residents returning from a lengthened stay abroad. Our bridge spanning the East River to Brooklyn is one of the wonders of its day and our statue fighting the entrance to the harbor. Our boats running day and night, our small parks, Museum of Art, churches, magnificent private dwellings, schools, theatres, streets and transportation facilities, our unrivalled Central Park and our magnificent Riverside Drive, the finest drive in the world, and our great bridges spanning the Harlem River, and endless other marvels compel the respect of foreigners, as being a wonderful city to look at. All of the late new projects and improvements are those which take people into the *air*, and when completed will cost over \$100,000,000. Four great bridges are now in the hands of live companies, and except the New York and New Jersey Bridge Company, have plain sailing before them. These are the New York and New Jersey bridge which is to span the Hudson somewhere about 60th Street, and which would be the greatest structure of the kind in the world, and cost over \$40,000,000; the New York and Long Island bridge, which is to cross from Long Island to this city making a stepping-stone of Blackwells Island, and the two bridges of the East River Bridge Company, over the East River from either side of the Navy Yard, which will extend the elevated system and cost over \$30,000,000.

Other great works are in progress. The Dock Department is gradually changing the whole face of the water front and facing it with substantial walls and commodious wharves. This Department alone brings in a revenue each year to the City of \$365,000. The United States is finishing the Harlem Ship Canal, and another of the great works which will be of particular importance to Harlem, and which is now in progress is the building of the new elevated viaduct which is to carry the four tracks of the New York Central & Hudson River railroad, and the other Vanderbilt railroads that leave the Grand Central Depot, over the streets instead of under them, from 111th Street north to the Harlem River and beyond it.

The bridge part of the new way will be one of the most interesting features, and will consist of a big swing draw which will be 400 feet long and one of the biggest in the world.

New York has fifty miles of water front which the city authorities propose to acquire and improve by building around it a continuous permanent bulkhead of concrete and stone, and from this a uniform system of wharves, which will materially add to the resources of the metropolis.

These improvements, with the great drawbridge over the Harlem River at 155th Street and Eight Avenue, connecting with the Fort Washington bridge; the new Washington bridge; the trolley cars that run to Fordham, and the proposed new cable roads to Kingsbridge; the magnificent new speedway which runs along the wooded slopes of High Bridge Park and Fort George Heights—the most naturally picturesque spots on Manhattan Island—all of these will make New York one of the finest cities in the world, especially when historic White Plains, Mount Vernon, Eastchester, etc., are included in the annexed district, as is their wish, and when New York, Brooklyn, Long Island City, Yonkers, Richmond County, and portions of Queens and Kings are included in the "Greater New York," then will this great metropolis cover an area of 317.77 square miles, instead of as it does to-day an area of 38.85, and consolidation will insure New York permanently in her position as the metropolis of America. Then indeed will New York be what it was originally intended for—the acknowledged queen of commerce, the financial, import, export, and commercial centre of the New World.



IN THE DOMAIN OF FINANCE.

NEW YORK'S PRE-EMINENCE AS A MONEY MARKET—VAST INTERESTS.

Notable Financial and Fiduciary Institutions— Marvellous Growth and Development of Material Wealth and Resources.

THE amount of capital employed in banking and kindred operations in this city would reach in the aggregate an immense sum. It is something enormous, and increases in volume with years. And New York capital and New York capitalists have been potent factors in the development of the resources of the country. It would be wellnigh impossible to overestimate the extent of the financial interests of the American metropolis. They are of surpassing importance. They permeate all the veins and arteries of business activity, and nourish and sustain the forces of enterprise. The financial centre of the United States is at the lower end of Manhattan Island. The influence of New York in this respect, indeed, extends over the Western Hemisphere. It yields supremacy among the great money markets of the world to London alone. And it is by no means improbable that this city will in time attain first place. There are those who predict that ere another half a century shall have elapsed, the preëminence in monetary affairs of the world will be transferred from the banks of the Thames to the banks of the Hudson. And who can doubt the possibilities that lie in the future, in view of the wonderful achievements in the past.

The first duly incorporated bank in New York was organized in 1784. Eight years later had inception an institution which formed the germ from which sprang the present New York Stock Exchange. Toward the close of the last century several banks were in operation in this city, but it was not for many years subsequent to the period mentioned that New York gained ascendancy over Philadelphia and Boston as a money centre.

The introduction of steam navigation gave to this city a decided advantage, and, with the growth of foreign commerce, New York rapidly outstripped its rivals, and has since maintained an unbroken record of

progress. The discovery of gold in California was another important factor in New York's rise in financial eminence, the product of the new mines coming to the vaults of the banks here. The United States Sub-Treasury was established in 1846, and the Assay Office in 1853. It was in the year last mentioned, too, that the New York Clearing House was organized. Then came the era of railroad construction, which involved vast amounts of capital. The extension of the railroad system, bringing New York into closer commercial connection with all portions of the United States, and the concentration of money being in this city, Wall Street became the focus of speculative investment in the nation.

In the year preceding the outbreak of the Civil War there were in this city fifty banks whose combined capital amounted to over \$65,000,000. The passage of the National Banking act, in 1863, brought into existence a number of new and powerful institutions, and under the provisions of the same law New York became the depository for the banking reserves of the whole country. Thus a large proportion of the surplus fund of the entire United States accumulates in this city, earning interest, while it also creates here a reservoir from which money flows to all parts of the nation. The financial interests of New York are complex in their character. They are composed of various elements working to some extent in separate channels, yet all coöperating and mutually dependent upon each other for the smooth operation of the great machine.

The Sub-Treasury is intimately connected with the great banks, by which the flow of wealth through every commercial artery is regulated. The foreign banking houses serve as the connecting links between the financial systems of the Old World and the American Continent. The great trust companies are both banking institutions and the fiduciary connections between corporate organizations and the investing and money-saving public; but the Stock Exchanges are the marts in which the investing power of the nation is brought into juxtaposition with its great enterprises, besides furnishing the facilities by which speculation in securities is carried on.

The many notable savings banks of the metropolis are among the city's proudest indications of preëminence and wealth, representing as they do the accumulations of her toilers for more than three generations. In no particular is New York's position as the centre of wealth and financial power more distinctly emphasized than by the multiplicity and strength of its fiduciary institutions. Nor does any other city possess or offer such splendid facilities for the safe-keeping of evidences of values as those which are presented by the various safe deposit vaults of the Empire City. It may be confidently asserted that nowhere in the civilized world is such a mass of wealth belonging to others intrusted to the care and management of organized bodies of such a nature, and nowhere else can greater fidelity and success be found in the administration of the affairs of corporations of a like character.

New York has fifty national banks, with an aggregate capital of over \$50,000,000. There are forty-six state banks whose combined capital is nearly \$18,000,000. The trust companies of this city are nineteen in number, and their total capital amounts to \$19,450,000. The savings institutions are sufficiently numerous to fully meet the requirements of the community. The deposits in the same represent the thrift of 1,600,000 people. The total amount of deposits is upwards of \$340,000,000, while the total resources of these savings banks exceed that sum by \$50,000,000. Other notable fiduciary institutions are the safe deposit companies, of which there are seven in this city.

GRIST FOR WALL STREET MILL—SECURITIES ADDED TO AND STRICKEN FROM THE LISTS LAST YEAR.

THERE were added to the lists for dealings on the New York Stock Exchange during the year 1894, \$380,222,900 bonds and \$243,380,250 stocks, a total of \$623,603,150, as against a total of \$482,823,609 in 1893. During the same period there were stricken from the lists \$191,103,900 bonds and \$179,484,650 stocks, a total of \$370,588,550, as against a total of \$242,448,744 in 1893. The net amount listed in 1894 is therefore \$189,119,000 bonds and \$63,895,600 stocks, a total of \$253,014,600.

As compared with 1893 there is an increase in the net amount of bonds listed of \$51,291,444, and a decrease in the net amount of stocks of \$38,651,809, and an increase in the net total of \$12,639,635. The greater part of the large total in bonds is made up of the recent issues of the government five per cent. bonds, the whole \$100,000,000 being listed.

Business on the New York Stock Exchange for the year 1894 compares as follows with that of the preceding year:

	1893.	1894.	Differences.
Stocks (shares)	80,013,902	49,271,694	Dec. 31,642,208
Bank stocks	9,458	6,575	Dec. 2,883
Mining stocks	252,172	160,287	Dec. 91,885
Railroad bonds	\$351,415,250	\$338,846,350	Dec. \$42,568,900
State bonds	3,766,400	11,028,000	Inc. 7,261,600
Government bonds	1,914,200	4,688,800	Inc. 2,774,600

The following tables show the totals of transactions on the Consolidated Stock and Petroleum Exchange, the year ending December 31, 1894:

	R. R. Stocks. No. of Shares. (Clearances.)	Wheat. Bushels. (Clearances.)	Petroleum. Barrels. (Clearances.)
January	4,399,480	14,300,000	64,000
February	3,193,160	24,676,000	104,000
March	4,324,940	22,074,000	244,000

	R. R. Stocks. No. of Shares. (Clearances.)	Wheat. Bushels. (Clearances.)	Petroleum. Barrels. (Clearances.)
April	3,970,480	39,008,000	284,000
May	4,562,480	23,904,000	228,000
June	3,885,200	52,870,000	284,000
July	3,262,500	40,890,000	132,000
August	4,374,580	61,432,000	—
September	4,176,240	32,782,000	—
October	4,200,040	44,374,000	8,000
November	4,070,280	48,820,000	—
December	4,098,650	38,932,000	—
Totals	48,518,630	444,062,000	1,348,000

	Bonds. Values.	Mining Stocks. No. of Shares.
January	\$2,310,000	21,620
February	1,938,000	34,610
March	2,611,000	30,520
April	2,421,000	38,520
May	1,953,000	40,950
June	1,251,000	17,930
July	1,036,000	10,600
August	1,676,000	31,310
September	1,708,000	19,850
October	1,712,000	39,820
November	1,273,000	29,720
December	1,637,000	32,620
Totals	\$21,526,000	348,070

SUB-TREASURY BUSINESS.

THE business done at the sub-treasury during the calendar year is shown by the following figures, with a comparison of the previous year's operations:—

Receipts	\$1,209,958,614	Dec.	\$ 38,263,969
Payments	1,142,764,301	Dec.	125,415,196
Total business	\$2,352,722,915	Dec.	\$163,678,165
Receipts for customs	\$ 91,375,665	Dec.	\$28,798,954
Currency from Washington	122,739,000	Dec.	56,745,000
Currency to Washington	185,640,696	Dec.	3,547,667
Interest payments	22,650,738	Dec.	1,363,131
Pension payments	72,845,571	Dec.	6,386,803
Gold currency	116,566,303	Dec.	40,997,206
Silver dollars paid out and shipped	3,149,800	Dec.	2,268,500
Subsidiary silver coin paid out and shipped	7,617,839	Dec.	205,123

MONEY AND EXCHANGE.

FOLLOWING are some general statistics of the New York city clearing house banks, and the rates for money and sterling exchange, and price of silver about January 1st:

	1893.	1894.
Loans and discounts	\$417,606,900	\$492,647,000
Specie	106,316,400	73,760,600
Net deposits	506,437,800	549,291,400
Legal tenders	101,108,200	98,831,100
Legal reserve	126,009,450	137,322,850
Reserve held	207,424,600	172,591,700
Surplus reserve	80,815,150	35,268,850

Money, exchange and silver bullion:—

Call money	1 a 1½	1
Prime paper, 60 days	2	2½
Sterling demand bills	4.86 a 4.86½	4.88½ a 4.88¾
Silver in London, per ounce	31¼ d.	27¼ d.

Specie and bullion movement year:—

	1893.		1894.
Imports of gold	\$63,430,997	Dec.	\$41,900,617
Imports of silver	2,417,129	Dec.	728,460
Exports of gold	72,915,254	Inc.	23,482,217
Exports of silver	33,464,221	Inc.	662,851
Net exports, gold	9,484,257	Inc.	65,382,834
Net exports, silver	31,047,092	Inc.	1,391,311

New York bank clearings year:—

Total exchanges,	\$24,387,807.019	Dec.	\$6,853,230.721
Balances	1,635,399,404	Dec.	4,725,273

THE NEW YORK CLEARING HOUSE ASSOCIATION.

THE New York Clearing House Association fills an exceedingly useful function. It is, perhaps, the most important financial institution in the world. It is a voluntary organization of sixty-five banks of New York, and the assistant treasurer of the United States, for effecting in one place the daily exchanges between the Associated Banks, and the payment of balances resulting therefrom.

The New York Clearing House was organized in 1853. It occupies the brown stone building at the northwest corner of Nassau and Pine Streets,

in the heart of the banking quarter. William A. Nash is its president; William H. Porter, secretary; William Sherer, manager, and William J. Gilpin, assistant manager. The Clearing House Committee of the institution is composed of George F. Baker, William W. Sherman, Richard Hamilton, Edward H. Perkins, Jr., and George G. Williams. The association is now composed of forty-eight national banks and seventeen state banks. There are eighty-three banks, trust companies, etc., in the city and vicinity, not members of the association, which make their exchanges through banks that are members, in accordance with the resolution adopted October 14, 1890. The total number of banks, etc., now clearing through this institution is 148. During the period of stringency in 1893 the Clearing House issued certificates to the amount of \$41,000,000. The date of the first issue was June 15. The first issue was retired July 5, and the last issue November 8. The Clearing House transactions for the year ending October 1, 1894, are summarized thus:—

Exchanges,	156304	\$24,230,145,367.70
Balances,		1,585,241,633.52
Total transactions,		\$25,815,387,001.22

The average daily transactions:—

Exchanges,	\$79,704,425.55
Balances,	5,214,610.63
Total,	\$84,919,036.18

Total transactions since organization of Clearing House (41 years):

Exchanges,	\$1,045,248,738,822.08
Balances,	47,567,079,233.72
Total,	\$1,092,815,818,055.80

Largest exchanges on any one day during the year (Jan. 3, 1894),	\$142,188,724.98
Largest balances on any one day during the year (July 3, 1894),	15,705,833.79
Largest transactions on any one day during the year (Jan. 3, 1894),	154,273,593.19
Smallest exchanges on any one day during the year (Mar. 24, 1894),	42,435,678.99
Smallest balances on any one day during the year (Sept. 24, 1894),	2,712,773.91
Smallest transactions on any one day during the year (Mar. 24, 1894),	45,965,102.84

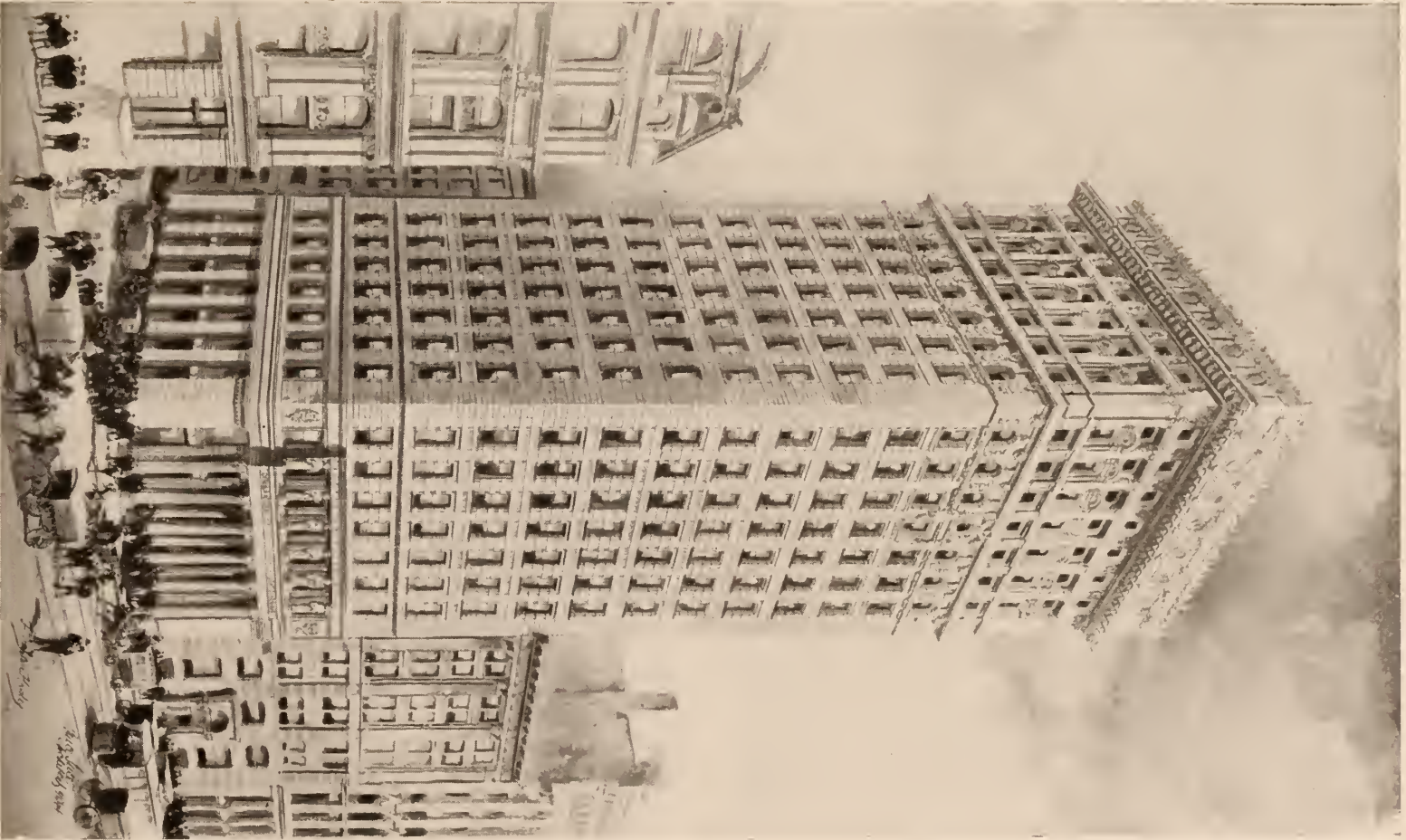
THE HARTFORD FIRE INSURANCE COMPANY, Young & Hodges, Managers, Metropolitan Department, No 50 Wall Street.—Distinctly notable among the old and responsible American corporations devoted to placing fire risks is the staunch and time-tried Hartford Fire Insurance Company, of Hartford, Conn. It is one of the oldest institutions of the kind in the Union, dating its inception back to 1794—a full century—and from the first has maintained an unbroken record of progress. It is represented in New York by Messrs. Young & Hodges, as managers of the Metropolitan Department, consisting of part of the states of New York and New Jersey, including the city of New York, with offices as above. During its existence of a century the Hartford Fire has pursued an uninterrupted career of prosperity conducted upon sound and conservative, albeit liberal and progressive business principles, and its management has ever been characterized by energy, sagacity and ability. Under such favoring auspices, the Hartford Fire has secured an enduring hold on public confidence and favor, and to-day occupies a niche in the esteem of property owners second to none in this country. With ample capital, widespread and constantly increasing business connections and abundant resources, this deservedly popular and flourishing institution is placed far beyond the requirements of praise. The “Old Hartford” was incorporated in 1810, and has paid in losses since its organization over \$40,000,000. Its eighty-fifth annual statement, January 1st, 1895, is as follows:

ASSETS.	
Cash on hand, in Bank, and Cash Items,	\$1,073,228 57
Cash in hands of Agents and in course of Transmission,	969,024 82
Rents and Accrued Interest,	27,037 97
Real Estate Unincumbered,	366,575 60
Loans on Bond and Mortgage (1st lien),	1,486,000 00
Loans on Collateral Security,	10,000 00
Bank Stock, Hartford, Market Value,	346,787 00
“ New York, “	331,480 00
“ Boston, “	77,767 00
“ Albany & Montreal “	81,655 00
Railroad Stocks,	698,580 00
State, City, and Railroad Bonds,	3,177,599 00
Total Assets,	\$8,645,735 62

LIABILITIES.	
Capital Stock,	\$1,250,000 00
Reserve for Re-insurance,	4,239,888 75
Reserve for all Unsettled Claims,	655,500 00
NET SURPLUS,	2,500,346 87
SURPLUS TO POLICY-HOLDERS,	3,750,346 87
Gross Assets—increase,	1,267,643 59
Re-insurance Reserve—increase,	1,070,264 00
Net Surplus—increase,	203,576 90
Income—gross,	7,135,478 36

The metropolitan department is doing a safe and prosperous business under the management of Messrs. George S. A. Young and James M. Hodges, who are gentlemen of large experience as fire underwriters, and have spent their lives in the business.

✽ NEW YORK-1894, ✽



AMERICAN SURETY BUILDING.
CORNER BROADWAY AND PINE STREET.

HOME INSURANCE COMPANY of New York, No. 119 Broadway.—Of the successful fire insurance corporations having their headquarters in the metropolis, few are so well and widely appreciated as the Home Insurance Company of New York, whose home offices are located as above. This company was incorporated in 1853, and immediately entered upon a career of usefulness which has been continued with increasing prosperity to itself, and fully justifying the reliance placed upon it by the public. It has a cash capital of \$3,000,000.00 and is now, with one exception, the largest fire insurance company in the world. Its officers and board of directors are as follows: Daniel A. Heald, president; John H. Washburn, Elbridge G. Snow, vice-presidents; William L. Bigelow, Thomas B. Greene, secretaries; Henry J. Ferris, Areunah M. Burtis, assistant secretaries. Directors: Levi P. Morton, Henry A. Hurlbut, William Sturgis, John R. Ford, Oliver S. Carter, Henry M. Taber, Daniel A. Heald, David H. McAlpin, Andrew C. Armstrong, Cornelius N. Bliss, Edmund F. Holbrook, John H. Washburn, John H. Inman, Walter H. Lewis, Francis H. Leggett, Benjamin Perkins, Elbridge G. Snow, George H. Hartford, Henry F. Noyes, Lucien C. Warner, Warner Van Norden, Alfred F. Cross, Dumont Clarke, James B. Van Woert. This company writes insurance on dwellings and contents, manufactories and their products, elevators, warehouses, stores, merchandise and business property of all kinds, taking risks in all parts of the United States. Conservatism rather than haste, carefulness rather than impulsiveness, final profit rather than present volume of business, have been the leading mottos of its insurance creed, and by a conscientious adherence to them its managers have made a record which places them among the most successful insurance men of the country. The statement of the company made July 1, 1894, shows a net surplus of \$754,732.73; reserve premium fund, \$4,404,980.00, and assets amounting to \$8,907,824.12; while its business is constantly increasing, owing to the moderation of its rates, the liberal character of its policies, and the reliability of its management. Its present strength and efficient direction are sufficient guarantees of its future solidity, and it stands to-day a pillar of security to the insured. Daniel A. Heald, the president since 1888, was vice-president from 1868, and one of the most experienced and successful underwriters in the country. He was born in Chester, Vt., in 1818, graduated at Yale college in 1841, and was admitted to the Bar of Vermont in 1843, and began practice at Ludlow. In 1846 he became cashier of the Bank of Black River at Proctorsville, where he remained until 1850, and during that time was elected a member of the State Legislature. In 1854 he was elected to the Vermont Senate, and two years later became connected with the Home Insurance Company as its general agent in New York city. He has been twice president of the New York Board, and for ten years president of the National Board of Fire Underwriters; and is honored and esteemed as an insurance expert with the judicial mind of a model arbitrator. Vice-President Washburn first became connected

with this company in 1859, as its agency clerk and correspondent, having previously been secretary of the Bridgeport Fire and Marine Insurance Company of Bridgeport, Conn. He became secretary of the Home in 1867, and held the double title of vice-president and secretary from 1884 to 1888, when he was advanced to the position of full vice-president. He was president of the Underwriters' Association, known as the Union, for the two terms 1888 and 1890, and is now president of the New York Board of Fire Underwriters, and a permanent member of the American Board of Commissioners for Foreign Missions. Vice-President Snow is a native of Connecticut, and has made a life study of fire insurance. He entered the Home office in 1862, was its state agent for Massachusetts from 1873 to 1885, and in 1888 was advanced to his present post. Under such able guidance, the Home is regarded as one of the financial bulwarks of the city.

R. C. RATHBONE & SON, Insurance Agents and Brokers, No. 187 Broadway.—Among New York's many solid citizens engaged in placing risks on property, there are none more widely or more favorably known than R. C. Rathbone & Son. They are fire and marine insurance agents and brokers, and are general managers and attorneys for Assurance Lloyds of America. They do a very large business and their clientele extends throughout the United States. This is a prominent and a responsible firm, and numbers among its patrons the largest corporations and the wealthiest property owners in the community. This office is an old and very popular one, and for over forty years has been conducted with uninterrupted success. It was established January 1st, 1853, by R. C. Rathbone, and some years later General Joseph E. Hamlin became a partner. The firm name was then Rathbone & Hamlin, and remained so until 1870, when General Hamlin was removed by death, dying from the effects of wounds received in battle during the civil war, in which he served throughout, in the Sixth Army Corps. Then Mr. Rathbone, the elder, again assumed control and in 1876 he took his son, R. Bleeker Rathbone, into partnership. The Messrs. Rathbone have a spacious and well-appointed suite of offices on the first floor with a large clerical force. They represent a number of leading foreign and American companies and place fire and marine risks with only first-class associations. They handle large lines of fire insurance and always obtain favorable terms. Their railroad business alone is second to none. Mr. Rathbone, the elder, was born in Saratoga, N. Y., and came to this city in boyhood. He is a man of the highest personal integrity, as well as long experience, and is held in high esteem in business circles and in private life. He was president of the Board of Fire Insurance Brokers for many years. Mr. Rathbone, the younger, is a gentleman in the full prime of life and is a native New Yorker, well and favorably known. He is also a large holder of New York real estate. The Messrs. Rathbone reside at Fort Washington.

FARRAGUT FIRE INSURANCE COMPANY, OF NEW YORK, No. 346 Broadway.—The insuring of property against possible loss by fire has become one of the most potent factors of commercial safety, and the operations of corporations engaged in this line form an extremely important feature of financial activity. The question with property owners and merchants is no longer, "Shall I insure?"; the necessity and advantage of insurance have been brought home to them too forcibly for even a doubt to exist as to that matter. The only question that they have now to determine is, "In what company shall I place my insurance?" There is no reason why they should select a weak company, when they can just as well select a strong one. The best is always the cheapest! Especially is it incumbent upon trustees, guardians, executors, agents, and others acting in a fiduciary capacity to select for those whose interests are entrusted to their charge, unquestionable indemnity. No company offers any better security of this kind, or has a more honorable record in this respect than the Farragut Insurance Company, of New York, whose head offices are as above, with branch at No. 60 Cedar Street. The Farragut was organized in 1872, under the laws of the State of New York, with a capital of \$200,000, and its management has always been characterized by enterprise, conservative prudence and sagacity. Its board of directors is made up of men standing high in financial circles, the association of whose names with any institution is a sufficient guarantee of its soundness and reliability. They are Messrs. N. D. Morgan, W. F. Shirley, E. E. Eames, Everett Clapp, David M. Hildreth, George L. Fox, Thomas J. Atkins, Henry Tuck, John C. Furman, Robert McCafferty, Martin V. Wood, Edwin J. Hanks, Douglass R. Satterlee, John E. Leffingwell, Edward A. Lovell, John Cashow, Samuel Darbee and Alonzo Lewis. The president, John E. Leffingwell, and vice-president and secretary, Samuel Darbee, have charge of the company's business at its head office, while its branch office is in charge of the assistant secretary, Alonzo Lewis.

A. B. DUFFIE, Insurance Broker, No. 71 Broadway.—Mr. Duffie is widely recognized as one of the most proficient insurance brokers in this city. The enterprise which he so successfully conducts was established in 1893, but he had formerly been of the firm of Laidlaw, Duffie & Cross for two years. Mr. Duffie has, by energy and honorable dealing, built up a trade among the most desirable classes of merchants, manufacturers, property-holders and others. He negotiates insurance of every kind promptly and satisfactorily, placing risks in all the leading companies of the country. Having an intimate knowledge of the condition, resources and methods of the various insurance corporations, he is enabled to select the most liberal and substantial, and to guarantee a quick adjustment of all losses that may occur. Policies are issued by Mr. Duffie at the lowest rates of premium, and many inducements are held out to customers that could not be afforded by brokers whose equipment and

connections are less thorough and favorable. Mr. Duffie is a native of New York city and has charge of the insurance department of Cyrus Field Judson's real estate office.

THE NATIONAL BANK OF NORTH AMERICA IN NEW YORK, Nassau and Cedar Streets.—One of the most interesting and creditable histories of steady financial progress is that of the National Bank of North America in New York. This institution has ever proved one of the financial bulwarks of the city, and one ever guided by the soundest and most conservative policy. It was originally incorporated as a state bank in 1851, and was reorganized under the national banking laws in 1863, returning to its state charter in 1869, and becoming a national bank again in 1891. It has a capital of \$700,000, and the following list of officers and directors, viz: Warner Van Norden, president; William F. Havemeyer, vice-president; Alvah Trowbridge, cashier; Heman Dowd, assistant cashier; directors: William Dowd, Salem H. Wales, John H. Flagler, Henry F. Dimock, Henry H. Cook, Warner Van Norden, Henry B. Hyde, Mahlon D. Thatcher, Elihu Root, David H. Houghtaling, William F. Havemeyer and Alvah Trowbridge. This bank has ever been a favorite with the business world; its unusually extended line of deposits are those of active merchants, while it discounts much of the choicest commercial paper on the market. Its capital stock is held by leading citizens as one of the choicest and most remunerative of investments. Its board of directors is thoroughly representative, being composed of prominent capitalists and business men, whose names are synonymous with ability and integrity, and whose interests are closely allied to the growth and prosperity of the city and state; and there is no fiscal institution here which enjoys greater confidence or whose management is more signally prudent and sagacious. It transacts a general banking business and numbers among its patrons many of our wealthiest corporations, merchants and business men. It makes an extended series of collections, remitting the same promptly and at the lowest rates, and grants letters of credit available in all parts of the world. The bank capital is an eloquent commentary upon the wisdom and prudence of the executive management, while its operations and investments have been so satisfactory that it has accumulated a surplus of \$1,000,000.00, with undivided profits of \$107,482.68; while its deposits aggregate \$7,224,945.64; loans, \$4,662,020.00; and resources, \$8,577,428.32. The banking rooms are among the finest and best equipped in the city. Notwithstanding the large amount of business daily transacted here, a quiet elegance pervades the place; every accommodation and convenience for business is at hand and easily availed of, and there is no detention. President Van Norden came into office on the first of January, 1891; while Cashier Trowbridge has been in the bank for twenty years and was promoted to his present position in 1883. All the executive officers are able, clear-headed financiers, and have every qualification at command for handling satisfactorily the vast volume of business offered.

✻ NEW YORK-1894, ✻



LLOYDS PLATE GLASS INSURANCE CO.'S BUILDING.
S. W. CORNER WILLIAM AND CEDAR STREETS.

(See Opposite Page.)

BENEDICT & BENEDICT, Insurance, No. 145 Broadway.—There are certainly none among our many solid citizens engaged in placing risks on property who are better known or stand higher in public esteem than Messrs. Benedict & Benedict. They are a very prominent and substantial firm, and have a Brooklyn office at the corner of Court and Montague Streets. They operate as brokers only in this city, and are the largest in that line in New York. They have been sole general managers for Brooklyn for the Liverpool and London and Globe Insurance Company since 1878, and also conduct a general fire insurance agency in that city. The Messrs. Benedict transact an extensive business and number in their clientele many of the large railroads and other corporations, and some of the wealthiest property owners in the community. They enjoy exceptional facilities, and can place large fire risks on the most advantageous terms. This flourishing business was established in 1873, in both cities, by B. B. Beecher and Seelye Benedict, as Beecher & Benedict, and under that style was conducted up to December, 1893, when the present firm-name was adopted. The partnership consists of three brothers, Seelye Benedict, Andrew Czar Benedict and Walter St. John Benedict. They are gentlemen in the meridian of life and native New Yorkers. All three are men of energy and experience, well and favorably known in business circles and in social life. They are members of the Insurance Club. Mr. Seelye Benedict is also a member of the Union League Club. Messrs. Benedict & Benedict have spacious and handsome offices and employ a large clerical force. They are prepared to place insurance with all first-class companies at lowest rates consistent with absolute security; and all business intrusted to this reliable firm will be attended to in the most prompt, careful and faithful manner.

BOYD & CO., Bankers and Brokers, Rooms Nos. 4, 5, 6 and 7 Aldrich Court, No. 45 Broadway.—New York, as the leading financial centre of the country, offers a very extended field for the operations of bankers and brokers, and scores of well-known citizens are actively following this honorable vocation. A successful firm of the kind is that of Boyd & Co., who occupy eligible office quarters at the above address. This business concern was organized one year ago by the present copartners, Messrs. James K. Boyd and E. O. Presby, the former a member of the Consolidated Stock Exchange, and both native New Yorkers, who have been connected with the business for the past eighteen years. The firm possess unsurpassed facilities for the prompt transaction of business, having influential connection, private wires, tickers and all accessories. Messrs. Boyd & Co. buy and sell on commission, and carry on margin stocks, bonds and investment securities of all kinds as listed on the leading exchanges of the country. They are in constant touch with the fluctuations of the financial world, and always ready to seize any

advantage the market may offer. Their commissions are uniformly reasonable and all patrons have their interests advanced in the most consistent and legitimate manner.

LLOYDS PLATE GLASS INSURANCE COMPANY OF NEW YORK; Home Office, William and Cedar Streets.—This company was incorporated in 1882, under the laws of New York state, and has a cash capital of \$250,000. Its officers are W. T. Woods, president; D. B. Halstead, vice-president; and C. E. W. Chambers, secretary. Mr. Woods is in the prime of life, being forty-three years of age, and stands high in this line of enterprise. He was the first secretary of the company, and prior to 1882 was bookkeeper and cashier for the Individual Underwriters on the Lloyds principle, who were engaged in insuring plate glass against accidental breakage, and these underwriters in 1882 organized the Lloyds Plate Glass Insurance Company. He is a resident of New York. Mr. Chambers, the present secretary, is also a young man, and was secretary for the Clinton Fire Insurance Company before he assumed his present position. The company owns the building which it occupies, comprising five stories and basement, 70 x 45 feet in size. Two floors are devoted to the business of the company. From thirty-five to forty clerks are continually employed, and more than fifteen hundred agencies are engaged in the transaction of the company's business throughout the United States and Canada. The Lloyds has the largest business in the world in its line, and is paying annually over 6,300 losses in number, being at the rate of over twenty losses for each working day in the year. The financial standing of the company and the eminently satisfactory manner in which it transacts its business have gained for it a reputation throughout the country second to none in the same line. A hundred thousand dollars in United States bonds are deposited with the Insurance Department of the State of New York for the security of its policy holders. The directors, all men of the highest standing in the business community, are: Mr. W. T. Woods, president; John H. Seed, wool importer, No. 83 Reade Street, New York; Daniel B. Halstead, president of the New York National Exchange Bank, New York; I. Sherwood Coffin, of Coffin, Redington & Co., No. 72 John Street, New York; George M. Olcott, of Dodge & Olcott, importers, No. 86 William Street, New York; Samuel A. Warner, architect, No. 132 Broadway, New York; Sturgis Coffin, of Ladd & Coffin, No. 24 Barclay Street, New York; William D. Chase, of Chase, Roberts & Co., No. 173 Ninth Street, Brooklyn, N. Y.; William A. Nash, president Corn Exchange Bank, New York; Frederick A. Guild, No. 55 John Street, New York; Henry B. Hall, No. 22 Park Place, New York; Wilbur L. Molyneux, of Geo. H. Smith & Hicks, Marine Managers, Home Insurance Company, No. 68 William Street, New York; and Ralph Oakley, of Oudin & Oakley, New York.

THE GALLATIN NATIONAL BANK, No. 36 Wall Street.—It is a well-known fact that the United States is a country of banks. Like the seasons, however, banks come and go. Few there are that stand the rigor of the panics, the stringencies, the failures, and the difficulties constantly arising on every hand. When, therefore, any large institution is seen to stand firm and unshaken through the crucial test of abnormal depression, it exhibits the keenest sagacity of those who hold the guiding hand. An illustration in point is afforded by the Gallatin National Bank, which was originally chartered as a state bank in 1829, and reorganized under the national banking laws in 1864. It has a capital of \$1,000,000, and is officered as follows, viz.: Frederick D. Tappen, president; Alexander H. Stevens, vice-president; Arthur W. Sherman, cashier; Directors: Frederick D. Tappen, William W. Astor, Adrian Iselin, Jr., Thomas Denny, Frederick W. Stevens, Alexander H. Stevens, Henry I. Barbey, W. Emlen Roosevelt. Swinging a heavy capital, controlled by founders and promoters of unquestioned integrity and long-trying ability, this bank has proved not only a pillar of strength in times of great necessity and fear, but has upheld and fostered the material interests of the entire mercantile and manufacturing community. Its watchwords have been prudence and economy—prudence in investments, economy in expenses of handling business—and from these two walls of strength has sprung a solid arch of prosperity and profit. Its principal characteristics are those which tend to inspire and maintain success, to wit: ample capital, good connections, unlimited backing, the confidence of all in commercial circles and the highest standing in the financial world. A bank so long established and having gone so far in its career with ever-growing success, is naturally an assurance of permanency; but there is more than mere “solidity,” as the word goes, which has contributed to its prosperity and popularity. Although founded upon a rock, it has each twelve months been raised above the level of the year before, and now has a surplus and profits amounting to \$1,596,200.75; deposits, \$9,205,447.39; loans and discounts, \$4,316,857.39; and total resources, \$12,339,369.14. This institution does a regular legitimate banking business in deposits, loans, collections and exchange; discounting first-class paper and loaning on approved collateral. Its correspondents are the Western National Bank, of Philadelphia; the Second National Bank, of Boston; and the National Bank of Illinois, of Chicago. President Tappen is a native New Yorker, who came into the bank in 1850 as a clerk, subsequently becoming cashier, and was called to the head of the institution in 1868. He is vice-president of the Metropolitan Trust Company, a director of the Sixth National Bank and the Bank of New Amsterdam, and long a prominent factor in the material growth and financial prosperity of the metropolis. Vice-president Stevens is best known as president of the Sixth National Bank. The cashier, Mr. Sherman, is a native of New Haven, Conn., who has been in the banking business for thirty-four years, accepting his present position in 1880, and is a financier of large experience, wide acquaintance and high repute.

CITIZENS' INSURANCE COMPANY OF NEW YORK, No. 156 Broadway.—Among the old, reliable fire insurance corporations stands the Citizens' Insurance Company of New York, whose home offices are located as above. This company was organized in 1836, and does a business throughout the Eastern and Northern States. It has a capital of \$300,000.00, and through all the serious conflagrations, this company has always paid its losses promptly, and has paid a dividend for the last forty years. The officers and directors are as follows, viz: Edward A. Walton, president; George H. McLean, vice-president; Frank M. Parker, secretary; William J. Valentine, Amos F. Eno, John D. Jones, DeWitt C. Hays, Edward A. Walton, Edward King, George H. McLean, James W. Smith, George F. Baker, Garret A. Hobart, William Barbour, Henry B. Stokes and Edward H. Schell, directors.

THE STANDARD LIFE AND ACCIDENT INSURANCE COMPANY, of Detroit, Mich., Cutler & Shafer, Managers, Metropolitan Department, No. 53 William Street.—This association was incorporated in 1884, with a cash capital of \$100,000 which has since been increased to \$200,000. It is managed by some of the wealthiest and most successful business men of Detroit and the State of Michigan. It insures against every form of bodily injury caused by purely accidental means, and has every desirable feature offered by its competitors as well as many liberal and distinctive features peculiar to itself. Its policy is more liberal than that of any other company; it allows indemnity for fifty-two weeks, while many of the other companies allow but twenty-six weeks; and it agrees to pay the full amount of the policy in case the insured shall meet with an accident which shall destroy entirely the sight of both eyes or cause the loss of both hands or both feet or of one hand and one foot. It also agrees in case of the loss of one hand or one foot to pay one-third of said amount, or one-eighth for the loss of the sight of one eye. When solid accident insurance is offered at a trifling cost, with weekly indemnity of \$25, in case of disability, it is foolish—aye, reckless—not to at once take out a policy. The Standard insures absolute protection, liberal indemnity and prompt payments, having assets of \$820,000, and surplus as to policyholders of \$259,102.75. One of the leading features of this company's business in connection with its accident insurance is Employers' liability, General indemnity, Elevator, and team owners's insurance. It also insures men and women against accident. Messrs. Cutler & Shafer control the business of the company in Southern New York, Long Island, Staten Island and Northern New Jersey, and established their agency here in 1892. Mr. Wm. H. Cutler is a native of Albany, N. Y., a member of the Albany Club of New York City, and has an experience of over ten years in insurance, and is a prominent citizen of Freeport, Long Island. Mr. Nathan B. Shafer was born in Sussex County, N. J., and now resides in Jersey City; is a member of the New York Produce Exchange and prominent in the Union League Club of Jersey City.

BEECHER & CO., Attorneys for the Metropolitan Lloyds and Indemnity Fire Lloyds, Continental Building, Nos. 44-46-48 Cedar Street.—The firm of Messrs. Beecher & Co. as the attorneys for the underwriters at Metropolitan Lloyds of New York city and Indemnity Fire Lloyds of New York city are recognized as leading exponents of the "Lloyds' " system of insurance. The agency was opened here in 1832, and among the 2500 policy-holders of either the Metropolitan or the Indemnity Fire Lloyds are counted such well-known New Yorkers as the H. B. Claflin Company, the Thurber, Whyland Company, Charles Scribner's Sons, Methodist Book Concern, D. Appleton & Co., Arnold, Constable & Co., Equitable Life Assurance Society, Theo. A. Havemeyer, Hilton, Hughes & Co., Brokaw Brothers, New York Belting and Packing Company, New York Bisenit Company, Standard Varnish Works, Whiting Manufacturing Company, Worthington, Smith & Co., B. Altman & Co., John Daniells & Sons, Hamilton Bank Note Company, Joy, Langdon & Co.; also Armour & Co., of Chicago; Cudahy Packing Company, South Omaha, Neb.; G. H. Hammond Company, Hammond, Ind.; Jordan, Marsh & Co., Boston, Mass.; Pillsbury-Washburn Flour Mills Company, Minneapolis, Minn.; Studebaker Brothers Manufacturing Company, South Bend, Ind.; John & James Dobson, Philadelphia. The Lloyds system of insurance has been in vogue now more than 250 years, and during all that period of time not one record of failure among them can be found. Compare this with the countless failures among stock companies and assessment institutions, and the superiority of the Lloyds plan over all others can then be fully realized. Full particulars can be secured of the attorneys. The members of this firm, Messrs. Beecher and Schenck, are well-known New Yorkers, of large experience in the insurance world. Mr. Beecher is a member of the Union League Club, and Mr. Schenck is a member of the Carteret and Jersey City Clubs, while both are prominent members of the Insurance Club, the Lawyers' Club, the New York Athletic Club, and other local organizations.

CHARLES E. SHADE & CO., Fire Insurance, No. 58 Cedar Street.—An old and popular insurance agency is that of Chas. E. Shade & Co., which was established in 1845, by S. G. Walker, and, after several changes, the present proprietors assumed control in 1888. They are a prominent and prosperous firm and have a substantial patronage. They are fire insurance brokers and agents, and their operations in the course of a year reach a very handsome figure. They represent the American Fire Insurance Company, of Philadelphia, Pa., capital \$100,000, with assets of over \$2,600,000, and surplus of upwards of \$100,000; the Firemen's Fire Insurance Company, of Boston, Mass., capital \$400,000, assets of nearly \$850,000, and a net surplus of nearly \$325,000, and the Western Insurance

Company, of Pittsburgh, Pa., capital \$300,000, assets \$430,000. They are prepared to effect risks in first-class companies at lowest rates, and can place large lines of fire insurance on most favorable terms. Messrs. Charles E. Shade and M. H. Elkin, the members of the firm, are gentlemen in the prime of life and natives of this state. Both are men of energy and thorough experience, and are well and favorably known in insurance circles. They have a commodious and well-appointed office, and employ a number of clerks. They exercise close personal supervision over every detail of the business; and clients of this reliable firm can feel assured that their interests will be attended to in the most careful and trustworthy manner.

WEED & KENNEDY, Fire Underwriters and Insurance Brokers, No. 50 Pine Street.—Prominent among our many solid citizens engaged in placing risks on property are Messrs. Weed & Kennedy, whose offices are at the above address. They are a leading and a thoroughly responsible firm, and are widely and favorably known. They are fire underwriters and insurance brokers, and their operations extend all over the United States. They enjoy a substantial patronage, and place many millions of insurance annually. They number in their clientele some of the largest property owners in the community, and can offer as references (by permission) the following representative merchants and manufacturers: Arnold, Constable & Co., James McCreery & Co., Hilton, Hughes & Co., Stern Bros., R. Hoe & Co., Mills & Gibb, H. O'Neill & Co., Fred'k Loeser & Co., Parker, Wilder & Co., Townsend & Yale, the H. B. Claflin Company, Calhoun, Robbins & Co., Willimantie Linen Company, Valentine & Co. The copartnership consists of Samuel R. Weed, Elijah R. Kennedy, and Edward T. Mosterd. All three are men of long and thorough business experience, as well as gentlemen of integrity and probity, and are held in high esteem in insurance and commercial circles. They have been established for over twenty years, and have been very successful. They have a foreign office in London and make a specialty of procuring policies from European companies not directly represented in America. They are licensed by the Superintendent of Insurance of this state to place risks in such associations, and they represent a number of staunch and reliable institutions. Messrs. Weed & Kennedy have a spacious and well-appointed office on Pine Street, with all conveniences, including a fire-proof vault in the basement. Their quarters are fitted up in the most superior manner, and twenty-two clerks are employed by them. They are in a position to be able to place large lines of fire insurance with first-class companies at the very lowest possible rates consistent with absolute security; and all business intrusted to this firm is handled in the most judicious and trustworthy manner. Telephone: "1951 Cortlandt." Cable address: "Octopus."

KNICKERBOCKER FIRE LLOYDS, of New York, Emery N. Downs, Manager and Attorney, No. 37 Pine Street.—The "Lloyds" is the oldest system of insurance in existence. It has been in successful operation since 1688, and the "Lloyds of London" now includes over five hundred subscribers, with a business many times greater than that of any stock company, and its policies are accepted without question in all parts of the world. A leader in the line here is the Knickerbocker Fire Lloyds, conducted by Mr. Emery N. Downs as manager and attorney. It was organized April 11, 1892, and commenced business in June, 1894. It considers surplus mercantile lines in well-protected fire districts and sprinkled risks only, and the maximum line written on any one policy is \$10,000. Its list of subscribers is as follows, viz: William Barbour, president of the Barbour Bros. Company, New York, also Barbour Flax Spinning Company, Paterson N. J.; F. T. Braman, assistant comptroller of the Mutual Reserve Life Association; Jacob J. Detwiler, president of the Detwiler Street Company, New York; R. F. Downing, R. F. Downing & Co., bankers and forwarders, New York; Emery N. Downs, manager and attorney; Thomas Ferguson, of Phillips & Ferguson, whiting manufacturers, Brooklyn; Alexander R. Hart, president of the New York Engraving and Printing Company; W. H. Hoshke, of M. J. Paillard & Co., music boxes, New York; Thomas Hunter, of Hunter, Glenn & Hunter, dry goods, Detroit and Utica; Charles T. Jones, kid glove importer, New York; R. S. Kunkel, of S. S. Long & Co., wholesale produce, New York city and Brooklyn; Joseph F. Moore, president of the Monitor Iron Works, Sing Sing, Newark and New York; Chas. F. Phillips, Phillips & Co., bankers, No. 40 Wall Street, New York; David Resseguie, lumber, Brooklyn; Arthur C. Salmon, lawyer, Brooklyn; Hon. John G. Schumaker, ex-congressman, ex-corporation counsel, ex-district attorney, Brooklyn; J. Wilson Smyth, insurance, Newark; A. W. Soper, president of the Safety Car Heating and Lighting Company, the Pintsch gas system; Charles G. Street, vice-president and treasurer of The Detwiler Street Company, New York; W. A. Turner, secretary of The Detwiler Street Company, New York. Attention is directed to the strong financial standing of all these subscribers, who comprise much of the solid business element of the metropolis; while the success of the Knickerbocker Fire Lloyds is largely due to conservative underwriting and wise discretion in the selection of risks. Its business extends to all parts of the country, and all classes of property holders are easily assured of the absolute security afforded by its policies. Applications for surplus lines are given prompt attention. Mr. Downs is a native of Boston, Mass., who came to New York twenty years ago, and is a well-known citizen of Brooklyn; a director and secretary of the Montauk Club of Brooklyn, a vestryman of St. John's Episcopal church—the oldest church in Brooklyn; a member of the Society of Colonial Wars, and Sons of the Revolution, and prominent, also, as a newspaper contributor, as well as a conservative underwriter.

THE CORBIN BANKING COMPANY, (Elevator No. 11 John Street), Nos. 192 Broadway and 11 John Street.—The Corbin Banking Company, located on the third floor of the Corbin Building, at the above address, has been in successful operation since 1866, and has gained for itself a high position among the financial institutions of the city. The company carry on a general banking business, and buy and sell railroad and municipal bonds, including defaulted bonds. The large and extended business operations of this company have necessitated the establishing of a line of correspondents in nearly every part of this country, and have enabled it to make connections which give it superior advantages for making collections at all available points, at the lowest rates. The accounts of banks and bankers is solicited. A liberal rate of interest is allowed on all balances of \$1000 or more. Correspondence is invited, and full particulars cheerfully given. The company is composed of Messrs. Austin Corbin, and George S. Edgell, who are largely interested in The Long Island Railroad Company; The Elmira, Cortland & Northern Railroad Company; The Manhattan Beach Hotel & Land Company, Limited, and other prominent corporations.

WEINMAN & CO., Stock Brokers, Stocks, Bonds and Investment Securities, No. 41 Broadway.—New York has long been the principal point in America for the purchase and sale of active stocks and bonds, and among the representative houses dealing therein special attention is called to that of Weinman & Co. The business was established in April, 1893, by Messrs. Weinman & Co., and in April, 1894, a stock company was formed and duly incorporated, under the original firm-name, with a capital of \$200,000, and with the following officers, viz: J. A. Weinman, president; Chas. Weinman, treasurer; M. Bloomingdale, secretary. They handle stocks, bonds, investment securities, oil, grain and provisions on commission; also cotton, traction and water bonds. They are represented in all the various exchanges in New York, and have a branch office in Boston. Their office is provided with four tickers, and private wires to Boston and Chicago, and every facility is offered to customers. This house operates on large margins, and has become noted for its success. They have always taken discretionary orders from their customers, and have now succeeded in originating a plan of pooling all such deposits in a fund of various amounts, which has worked so admirably that the contributors have received over fifteen per cent. dividends per month on their investments. In the sea of Wall Street, as in other deep waters, the big fish eat the little fish and live upon them. This scheme of Weinman & Co. is to unite the means of many little fish so that together they can resist the onslaught of the fiercest of sharks. Those who desire to speculate will find that this house offers a safe and cautious way, and that the risks are comparatively nil. The methods in vogue are thoroughly reliable and reflect great credit upon the expert financiers who are at the helm of the company's prosperity.

CHATHAM NATIONAL BANK, Corbin Building, No. 192 Broadway.—This bank is one of the strongest and most prosperous financial institutions in the metropolis. It was organized in 1851, and became a national bank in 1865. During all the panics and disasters of war times and since, it has stood unmoved as the ramparts of Gibraltar. Wise, careful and faithful in the highest degree has been the character of its management from first to last, and it stands to-day deservedly higher in public confidence than ever before in its career. Its splendid surplus, twice as much as its capital, evidences the prudent conservatism with which its affairs are conducted, while its heavy lines of deposits indicate the trust reposed in it by the community. With a capital stock of \$450,000.00, it has accumulated a surplus and undivided profits of \$957,150.63; while its gross deposits aggregate \$7,019,294.07, and its loans and discounts \$4,903,774.58. A general banking business is transacted, and customers are offered an experienced management and liberal treatment upon a sound basis. This is now and always has been strictly a business man's bank, and not one iota of encouragement has ever been extended to any undertaking of a speculative character. Special features are made of collections for business houses and banks, and correspondence with country banks. The stability of the Chatham National has been a conspicuous feature of its career from the beginning. Nothing has seemed capable of impairing it. It has stood the storms of numerous crises, and has come forth with its reputation untarnished and its strength undiminished. It is exceptionally fortunate in its management, as the following list of its directors will indicate: George M. Hard, president, No. 192 Broadway; Thomas W. Adams, T. W. Adams & Co. (jewelry), No. 14 John Street; Henry M. Anthony, general commission merchant, Nos. 100 & 102 Reade Street; Alfred F. Cross, Cross & Beguelin (watches), No. 17 Maiden Lane; Dan. B. Smith, commission and forwarding merchant, No. 74 Warren Street; Henry Randel, Randel, Baremore & Billings (diamonds), No. 29 Maiden Lane; John H. Washburn, vice-president Home Insurance Company, No. 119 Broadway; P. H. Kelly, P. H. Kelly Mercantile Co., St. Paul, Minn.; Henry P. Doremus, cashier, No. 192 Broadway; Sanford H. Steele, attor-

ney, No. 40 Wall Street; Frank R. Lawrence, lawyer, No. 120 Broadway. President Hard has held office since 1877, and is prominent in the city as a director of the Washington Life Insurance Company of New York, and of the Phenix Fire Insurance Company of Brooklyn, and an honored member of the Bankers' Association of New York. The cashier, Mr. Doremus, has

been in the bank since 1862, and its cashier since 1877, being receiving teller for some years; and is a financier of experience, wide acquaintance and high repute. His efforts are ably seconded by Mr. W. H. Strawn, as assistant cashier.



CORBIN BUILDING,
COR. BROADWAY AND JOHN STREET.

THE CENTURY FIRE LLOYDS of New York, Daynes & Co., Attorneys for the Underwriters, No. 44 Pine Street.—It is admitted that the Lloyds system of insurance is the safest plan yet devised for the protection of the property-holder, and a forcible illustration of the fact is shown in the record and facilities of the Century Fire Lloyds of New York. This Lloyds was organized in 1892, Messrs. Daynes & Co. being the attorneys for the underwriters. It is the intention of this Lloyds to write strictly surplus business only, and on which all the regular stock companies or leading Lloyds have full lines, and the same rates will be adhered to. The first general meeting of the stockholders was held Oct. 17, 1894, at the Union Square Hotel, seventy members being present, and the report then submitted to the underwriters was most gratifying. The following advisory committee was appointed: H. W. Schloss, of Schloss & Sons, chairman; F. W. Seybel, wholesale milliner, Broadway, N. Y.; L. Zeller, of Zeller & Meihling, New York; P. H. Sondheim, Hardman, Peek & Co., pianos, New York; W. F. Holwill, general passenger agent, D. L. & W. Railroad, New York. Several names were added to the list of underwriters of the Century Fire Lloyds, all of whom were men of high standing and sound financial rating; and a unanimous vote of confidence in the attorneys was given. Mr. W. Daynes, the active member of the firm, is an insur-

ance man of twenty-two years' experience, a member of various local clubs and other organizations; and under his enterprising and prudent counsel the future success of the Century Fire Lloyds is a probability that leaves but little doubt in the mind of the most skeptical critic.

DUTCHER & EDMISTER, Fire and Marine Insurance, No. 58 William Street.—There is no branch of industry that is so great an ally to all classes of trade as that of the insurance business, and it is a well-known fact that the representatives of this special line of trade generally comprise our most reliable and conservative citizens. Among the many houses engaged in this business in the great metropolis who enjoy the best of reputations for ability, honorable and reliable business methods, and well worthy of more than passing mention in these pages, is the prosperous and well-known firm of Messrs. Dutcher & Edmister. Thoroughly familiar and experienced in all branches of the business, and devoting their entire energies to the interests of their patrons, they soon developed a very liberal and substantial patronage, derived principally from among our leading corporations, merchants and maritime business men, which is constantly increasing in volume and influence. They are enabled to offer superior inducements to the commercial public, including lowest rates of premium in the most responsible companies, and liberally drawn policies. They are prepared to take entire charge of insurance on all classes of property, either local, or in transit on land or water, etc., renewing policies when expiring and generally relieving owners of all care and trouble in this important matter; and in cases of loss to those insured through their office, the claims are properly and equitably adjusted and all losses promptly paid.

S. F. JOHNSON & CO., Bankers and Brokers, No. 18 Wall Street.—This well-known concern was founded originally in January, 1869, by Johnson & Day, who were succeeded by Gwynne, Johnson & Day, and in 1879, Messrs. S. Fisher Johnson and Charles W. Miller formed a partnership under the present firm title. Both are thoroughly experienced men, and devote their close attention to the wants of their patrons. In 1892 Mr. James Lorimer Graham, who has been connected with the house ever since its inception, was admitted into the firm, with no change of title. They deal in all kinds of bonds, stocks, securities, etc., on commission only, for cash or on margin, and, as they are members of the New York Stock Exchange, all their transactions for patrons are governed by the strict rules controlling that honorable and reliable organization. They also do a general banking business. Their offices are supplied with every convenience for the information of patrons and the transaction of business, including the latest market quotations from all the great financial and commercial centres in the world. Correspondence is solicited and receives prompt attention, and latest quotations are furnished when desired. Mr. Johnson is a native of Kentucky, but for many years has been a resident of this city, and has been a member of the New York Stock Exchange for a quarter of a century. Mr. Miller was born in this city and is a resident of Sparkill, N. Y., and has had an ex-

perience of thirty years in this line of business, and Mr. Graham, who is also a member of the New York Stock Exchange, is a New Yorker by birth and residence.

H. H. BLISS, Real Estate and Mortgages, Havemeyer Building, No. 26 Cortlandt Street.—The real estate business in all large and flourishing cities is regarded as one of the most important elements of industry, especially by capitalists and property owners seeking after judicious and safe investments. A leading house engaged in this enterprise here is that of Mr. H. H. Bliss. This gentleman established business here in 1869, and is extensively engaged in buying, selling, and exchanging improved and unimproved property. By the careful and prompt manner in which his affairs are conducted in all departments, his establishment has kept pace with the growth of the city, until now its operations are widely extended and its reputation firmly established. Mr. Bliss makes a specialty of exchanging improved and unimproved property in and out of the city. He has made the study of real estate a specialty, and can be engaged with every confidence in all matters relating thereto. The policy upon which the business is conducted is characterized by great liberality and the careful fostering of the interests of all patrons, so that transactions once commenced with this house may be made not only pleasant for the time being but of such a nature that they shall become permanent and profitable. Mr. Bliss is a native of Maine, but has been a resident of this city since 1856, and is recognized as an authority on all matters pertaining to real estate, and as a progressive representative business man, and has transacted business with such prominent men as Wm. Rockefeller, Norman L. Munro, O. H. P. Archer, Jacob D. Butler, John L. Cadwalader, of Strong & Cadwalader, and many such prominent business men.

W. H. VAN DEVENTER, Insurance Broker, Nos. 18 and 20 Liberty Street.—In the front rank of New York's insurance men stands Mr. W. H. Van Deventer. He represents a splendid line of companies, all sound, safe and reliable corporations, well established and famous, each offering some special feature of advantage to the insurer. Mr. Van Deventer has been established in business since 1881, and is a general broker in life, accident, fire, plate glass, engine, and all other branches of insurance, and places risks to any amount in all first-class companies, at lowest premium rates, and all losses that may occur are promptly adjusted and settled without delay. Mr. Van Deventer is a native of this city, has had many years' experience in the insurance business, and brings to any work in which he may engage the qualities which insure success and which inspire confidence in all who know him.

BATOPILAS MINING COMPANY, NO. 29 Broadway.—There are numerous indications that the present "boom" in mining operations is of the most permanent and conservative character. The newly formed companies have entered the field upon the most substantial basis, headed by experienced mining experts and capitalists, not over-stocked, and formed to develop some of the richest and most extensive ore leads yet discovered. The Batopilas Mining Company, whose offices are located at No. 29 Broadway, is a favorable example of a corporation organized to conduct legitimate mining operations upon a grand scale. It was incorporated originally in 1880, as the Consolidated Batopilas Silver Mining Company. In 1887 this company was consolidated with nine others, together with numerous properties and franchises that had not been incorporated, and took its present name. It has a capital stock of \$9,000,000, and owns sixty-one square miles of mineral territory at Batopilas, Mexico, situated in a district celebrated for its native silver ore, and now have three stamp mills on the ground, the output in 1893 being one and one-fourth million dollars. The first-class ore is worth all the way from \$500 to \$10,000 per ton, and the second and third-class ores from \$15 to \$100 per ton. The ores are reduced to silver bars, shipped to Chihuahua, where it is coined by the Government mint. The ore assays very rich, and the company are now building a tunnel through the mountain which will cut over one hundred veins. They are now finishing their immense water power, in which work they have been engaged for the past nine years, to treat the low grade ore and drive the tunnel with compressed air. The amount of ore on hand is nearly sufficient to extinguish the entire debt of the company, when worked up, and the company promises soon to become one of our leading dividend-payers. Despite the great shrinkage in the value of silver, the company has been able out of its earnings for the past year to nearly complete its plant and at the same time greatly reduce its floating debt, and if safety, prudence and legitimate properties are desired by an investor, let him consult this responsible company. The officers and directors are as follows, to wit:—Geo. W. Quintard, president; Edw. V. Loew, vice-president; H. B. Parsons, treasurer; L. H. Stevens, secretary and assistant treasurer; Alex. R. Shepherd, general manager;—Directors: George W. Quintard, Samuel Elliott, Alex. R. Shepherd, Jas. W. Quintard, Edward V. Loew, Wm. F. Mattingly, Jno. N. Hayward, Walter L. Frost, H. B. Parsons, George Christall, Bentley D. Hasell, L. H. Scott, L. H. Stevens. President Quintard is a prominent New Yorker, extensively engaged in banking, president of the Quintard Iron Company, and a director of the N. Y., L. E. & W. Railroad Company and various financial enterprises. Vice-president Loew is a well-known banker of this city, formerly comptroller of New York city, and prominent as a director of insurance companies and financial corporations. Treasurer Parsons is manager of Wells, Fargo & Co.'s bank and their express business here. Secretary Stevens, one of the originators of this enterprise, has been active in the manage-

ment of the New York office since its organization, while the business at the mines has the benefit of the organizing hand and executive ability of Ex-governor Shepherd, known and honored best of all as the man who made our national capital one of the most beautiful cities in the world.

THE GREENWICH INSURANCE COMPANY OF THE CITY OF NEW YORK, No. 161 Broadway.—Sixty odd years of uninterrupted prosperity sums up, in brief, the history of the well and favorably known corporation, The Greenwich Insurance Company of the City of New York. It has a splendid record. Organized in 1834, its career from the start to the present day has been marked by steady progress, and its future is assured. This is one of the most solid and successful institutions of the kind in America, and has gained an enduring hold on popular favor. It is conducted on sound and conservative, albeit liberal and progressive business principles, and its management is characterized by sagacity, energy and ability, coupled with integrity and thoroughly honorable methods. The company has ample resources available to meet any possible contingency; its investments are judiciously placed, and, altogether, the affairs of this time-tried and substantial institution are in a very healthy and gratifying condition. Following is the 59th annual statement of its assets, January 1, 1894:—U. S. Gov. and District of Columbia bonds, market value, \$168,187.50; State of Georgia bonds, market value, \$25,687.50; real estate, unincumbered, situated in the city of New York, valued by the Ins. Dept. of the State of New York, \$200,000.00; bank, railroad and other stocks and bonds, market value, \$657,010.00; loans on bonds and mortgages, being first liens, on improved real estate in the city of New York, value, \$23,000, \$4,600.00; loans on call, market value securities, \$20,521.00, \$11,350.00; premiums in course of collection, less than three months due, \$189,058.43; bills receivable, \$18,091.68; cash in bank, and office, \$80,154.92; rents and interest accrued, not included in market value, \$4,070.84. Assets, \$1,358,210.87. Cash capital, \$200,000.00; reserve premium fund, \$709,601.48; reserve for losses, and all other claims, \$326,649.50; net surplus \$121,959.89; \$1,358,210.87. Surplus as regards policyholders, \$321,959.89. The Greenwich Insurance Company does business in all parts of the United States, and is represented by agents in all the principal cities and towns in the country. This old and reliable fire insurance company, of which Mason A. Stone is president, places risks on buildings and contents at lowest rates consistent with absolute security. Its policies are simple, plain and concise, and are liberal in their terms. In case of losses, adjustment and payment are made with promptness; and policyholders in the "Greenwich" are assured of satisfactory treatment in every instance. The company has just renewed its charter for another thirty years, making a third term of thirty years each.

WHITE STAR CONSOLIDATED MINING COMPANY, No. 29 Broadway.—The new State of Idaho promises to be one of the future "Golden States" of the Union, and a prominent factor in the development of mines in that section is the White Star Consolidated Mining Company, whose main office is at the above address. This company was organized in 1893, under the laws of Arizona, and has a capital stock of \$1,500,000, which is divided into 300,000 shares at \$5.00 each, full paid and non-assessable. They have acquired the ownership of the "Dividend" and "Starter" mines of Idaho, which are located on a tributary of the South Boise River, situated in Bear Creek Mining District, Elmore County, and on the same range of mountains and mineral belt as those of Rocky Bar and Atlanta. These two mines will furnish ore, according to the best authority, sufficient for a one-hundred stamp mill the next fifty years, and there is already on the ground a stamp mill of forty tons capacity. In fact, the White Star proposition is down to a straight business basis. The doubtful has been eliminated. The treasures of an empire are within a stone's throw of these mines. The dirt in the road carries gold, and the very landscape itself is mintable. There are hills containing millions and millions of tons of ore which assay very rich. Shares of their stock form a very profitable investment, and are rapidly being taken up by New York and New England capitalists. The officers of the company are as follows, viz.: J. H. H. Williams, president; Arthur W. Sawyer, vice-president; Samuel V. Harron, secretary. The president, Mr. Williams, has been actively engaged in the mining business for a period of thirty-two years, and he and his coadjutors are to be congratulated upon the prospects of the company for the future.

THE AMERICAN TEMPERANCE LIFE INSURANCE ASSOCIATION OF NEW YORK, Home Office, Nos. 503 to 512 Postal Telegraph Building, No. 253 Broadway.—No life insurance corporation has a more favorable record than the American Temperance Life Insurance Association, and none offer more substantial inducements to the public in the line of liberal schemes, clearly-worded policies without onerous restrictions, together with the best system and the ablest and most reliable management. This company was organized in 1889, insuring total abstinens from spirituous liquors only, and has always strongly enlisted public confidence. Its popularity is best shown by the fact that in less than five years it has insurance in force amounting to \$6,497,200.00. These figures are more eloquent than words. This association is the only exclusively total abstinence company in America, and temperance people are everywhere recognizing its advantages and are applying for membership in its ranks. As regards prudence and ability of management, we know of no insurance corporation so highly to be congratulated as the American Temperance Life. It has already paid claims aggregating over

\$300,000.00 to the widows and orphans of deceased policyholders, and is a solid financial bulwark to all who seek through it to provide for their families after death or for themselves in middle life and old age. Full descriptive circulars and plans of insurance mailed free to any address. The officers and directors of the association are as follows, viz: President, Frank Delano; vice-president, W. Martin Jones; secretary and treasurer, George E. Godward; superintendent of agencies, E. S. Marvin; adjuster, Stacey Wilson. Board of Directors: Frank Delano, President National Security Company, New York; W. Martin Jones, attorney, Rochester, New York; W. H. W. Youngs, architect, No. 45 Broadway, New York; E. S. Marvin, insurance, Rochester, New York; Jas. H. Pettit, druggist, Boston, Mass.; Chas. Mortimer, capitalist, Broad Street, New York; Geo. W. Godward, treasurer, Jewelers' and Tradesmen's Company, New York. Under the guidance of these gentlemen the flourishing condition of the Association was established, and its future success and permanent prosperity is thereby well assured.

OGDEN & KATZENMAYER, Insurance Agents, No. 83 Liberty Street.—One of the best known and most prosperous general insurance agencies in this city is that of Ogden & Katzenmayer. Established seventeen years ago, by the present proprietors, it has since been conducted with uniform success, and there is every indication that its popularity and prosperity are certain to endure. The firm is a prominent and a responsible one, and bears an A1 reputation in insurance circles. Messrs. Ogden and Katzenmayer are local agents for the Newark Fire Insurance Company and represent several leading foreign and American associations. They do a very fine business and number in their clientele some of the largest property owners in the community. They can place risks with first-class fire, life, marine, accident, casualty, steam boiler and other companies at lowest rates, and have special facilities for placing large lines of fire insurance to advantage. They give particular attention to the general care and placing of whole lines of insurance on brewery and malt-house property, and in case of loss or damage, the adjustment and collection of the same. Mr. W. B. Ogden is a native New Yorker and has had an experience of thirty-seven years in the insurance business. He is on the Fire Patrol Committee of the Board of Fire Underwriters, and is a member of the Insurance Club. Mr. Richard Katzenmayer was born in Germany, but has been in this city since his youth. He is secretary of the United States Brewers' Association (having succeeded his father); is president of the Arion Society, was president of the late Sangerfest, and belongs to various social, musical and other clubs. Messrs. Ogden and Katzenmayer have a well-appointed office, connected by telephone, call "1674 Cortlandt." They employ several clerks, and exercise immediate supervision over every detail of their business.

MERCHANTS EXCHANGE NATIONAL BANK OF THE CITY OF NEW YORK, No. 265 Broadway.—This bank has had a lengthy and honorable career. It was incorporated in 1829 as a State bank, and was reorganized under the national banking laws in 1865, giving it an uninterrupted business of about sixty-five years. It is officered as follows, viz: President, Hon. P. C. Lounsbury; vice-president and cashier, Allen S. Apgar; assistant cashier, Ed. V. Gambier. Directors: Robert Seaman, Jesse W. Powers, Allen S. Apgar, Joseph Thomson, Alfred M. Hoyt, P. C. Lounsbury, James G. Powers, Alfred J. Taylor, E. Christian Koerner, L. H. Biglow, Jno. H. Hanan, Isaac G. Johnson, Timothy L. Woodruff, Lyman Brown and Sanford Hunt. These names are synonymous with stability, integrity and sound judgment. The bank is an important one to the mercantile and manufacturing community, as it handles commercial paper in large amounts, and also loans extensively on choice collateral. Its capital stock is held as one of the safest and most desirable of investments. With resources aggregating no less than \$6,321,927.32, deposits of \$5,439,289.71, it will be seen that the present executive management is to be congratulated upon its success. President Lounsbury has long been a prominent figure in the financial and political world, having served as governor of Connecticut, and is president, also, of the Preferred Accident Insurance Company. The vice-president and cashier, Mr. Apgar, has been in the bank for many years, and both gentlemen are able, clear-headed financiers.

GRISWOLD & GILLET, Bankers, London, No. 4 Moorgate Street, E. C.; Nos. 64-68 Broadway.—Prominent among the bankers and brokers who have come to the front in this metropolis and London stands the firm of Messrs. Griswold & Gillett, who occupy the suite of rooms facing on Broadway on the third floor of the Manhattan Life Building, No. 66 Broadway, New York, and at No. 4 Moorgate Street, London, E. C., Eng. This firm established their business in 1877, doing a private banking business, dealing in investment securities and promoting new enterprises. They are also the sole agents for the United States and Mexico for the sale of steel rails manufactured by Messrs. Chris. Cammell & Co., (Limited) of Sheffield, England, also New York agents of the Centralia & Chester Railroad Company of Illinois, and the Randolph Coke and Coal Company of Illinois, in both of which corporations they own a controlling interest. They number among their clients many of the leading banks, insurance companies and private investors throughout the country. They make a specialty of organizing corporations, and promoting railroad and industrial enterprises, and give particular attention to the sale of securities of such companies, as well as municipal bonds, and business intrusted to this responsible firm is certain to be handled in a judicious and trustworthy manner. The co-partners, Messrs. Wayne Griswold and Jerome D. Gillett, are well-known New Yorkers, who stand deservedly high both at home and abroad.



POSTAL TELEGRAPH AND HOME LIFE BUILDINGS, BROADWAY AND MURRAY ST
MERCHANTS EXCHANGE NATIONAL BANK.

UNDERWRITERS AT MERCANTILE LLOYDS, Durbrow & Barbour, Attorneys, Office: Nos. 45, 47 and 49 Cedar Street.—This firm established their present agency here in 1892, and their patronage is already broadly national in extent and eminently creditable in character. The Mercantile Lloyds does business as individual underwriters upon risks equipped with automatic sprinklers, and preferred risks without equipment. It is the purpose of the association to provide insurance at equitable rates and for amounts as follows: On approved risks, without automatic fire protection, \$5,000; on approved risks provided with automatic sprinklers, \$10,000. The list of the names of the Underwriters of the Mercantile Lloyds proves the financial responsibility of the association, to wit: George F. Morgan, of Enoch Morgan Sons Company; James Cousins, Jr., of J. & T. Cousins; Thomas Cousins, of J. & T. Cousins; John Hills, of Hills Bros.; H. C. Hallenbeck, of Wynkoop & Hallenbeck; P. K. Wilson & Son; Samuel Martin, of J. M. C. Martin's Sons; William F. Dornbusch; William H. Baker, vice-president Postal Telegraph and Cable Company; Elliot L. Butler, of Belt, Butler & Co.; C. L. Childs, of Childs & Co.; John Brown, of The Umbrella Company; J. W. Pratt, of J. W. Pratt & Son; Jas. W. Durbrow, secretary, Mutual Fire Insurance Company; Henry Heide, Ruland & Whiting, all of New York city; Wm. Hengerer, of Barnes, Hengerer & Co.; Clarence O. Howard, of Barnes, Hengerer & Co.; Frederick C. M. Lautz, of Lautz Bros., of Buffalo, N. Y.; and estate of L. W. Bingham, Cleveland, Ohio. The International Fire Lloyds will write \$5,000, on approved risks unprotected by sprinklers, and \$10,000 on risks provided with sprinkler protection. Any risk on which the Mercantile Lloyds write will be acceptable to the International. The financial standing of each of the subscribers being of such high character, it renders the policy of the International Lloyds one of the very best offered to insurers. The following is a list of the underwriters at the International Fire Lloyds, viz: Wm. H. Baker, vice-president, Postal Telegraph and Cable Company; F. A. Evans, of Wendell & Evans; Marvin S. Buttle, of Hotel Savoy Company, (director); John Hills, president Hills Bros. Company, fruit dealers; Carl L. Childs, of Childs & Co.; wholesale liquors; John Eldert, retired merchant; John J. Clark, of Clark Bros.; Elliot L. Butler, of Belt, Butler & Co., wools, hides and furs; Jas. Cousins, Jr., of J. & T. Cousins, manufacturers of shoes; Albert J. Morgan, vice-president, Enoch Morgan Sons Company, manufacturers of Sapolio; J. W. Pratt, of J. W. Pratt & Son, printers; Geo. F. Morgan, of Enoch Morgan Sons Company, manufacturers of Sapolio; Samuel Martin, of J. M. C. Martin's Sons, manufacturers of brushes; J. H. Dresler, capitalist; J. M. C. Martin, of J. M. C. Martin's Sons, manufacturers of brushes; Garret S. Bergen, capitalist; Jos. Maguire, spice manufacturer, of New York city; Chas. Tollner, manufacturer of boxes, Pnaski, N. Y.; Cyrus E. Staples, banker and broker, Brooklyn, N. Y.; F. C. Wendel, president of the Mercantile Construction Company, Brook-

lyn, N. Y. The managers, Messrs. Wm. Durbrow and J. W. Barbour, are young men whose experience in the insurance business covers twenty-three and twenty-five years respectively. Mr. Durbrow was for seventeen years with the Continental Insurance Company. Both gentlemen are native New Yorkers, members of the Insurance Club, and expert and talented business men.

THE MUTUAL BENEFIT LIFE INSURANCE COMPANY, Newark, N. J., L. Spencer Goble, State Agent, No. 137 Broadway.—From the very beginning of its business in 1845, the Mutual Benefit Life has taken the public into its confidence. Its affairs have always been open to those who wished to investigate its manner of conducting business or satisfy themselves of its financial stability. It has always kept abreast of the progress of the times, and long ago stepped to the front rank among the agencies of life underwriting in this city. In amount of insurance written, of losses paid and of dividends returned, it has led nearly all its competitors. Such phenomenal success won amid the sharp competition of the largest and most popular companies of this country has not been accidental. It is the tribute of intelligence and thrift to a company whose every characteristic bespeaks a single purpose to furnish insurance that insures at the lowest cost and on principles of perfect mutuality. The records of the various state departments of insurance will show that in the fundamental matter of low expenses of management, and the closely related item of large dividends to members, the Mutual Benefit stands without a peer. The full significance of this statement will not be appreciated unless it is borne in mind that these results have been obtained by methods of insurance that totally eliminate every possibility of forfeiture. Never before have the principles of non-forfeiture been made so prominent. Every company proclaims in boldest type on all its literature that all its policies are non-forfeitable. At the same time it may be truthfully asserted that never before have there been devised and pressed upon the public attention so many forms of so-called insurance which derive all their attractiveness from wild estimates of profits to be realized from the forfeiture of both insurance and surplus payments. From all such speculative schemes the Mutual Benefit has stood aloof. Every policy-holder is guaranteed impartial treatment. All kinds of approved policies are issued on the life and endowment plans, and the most liberal advantages are secured by their policy contracts. The company now has a surplus of \$3,603,790.35, with assets of \$53,018,650.32. Mr. Goble, the state agent, is an expert life underwriter, whose record with the company covering a period of twenty years sufficiently attests his entire competency for the position he has held so long. He can be implicitly relied upon as both a safe and able guide by all who may need counsel in insurance matters.

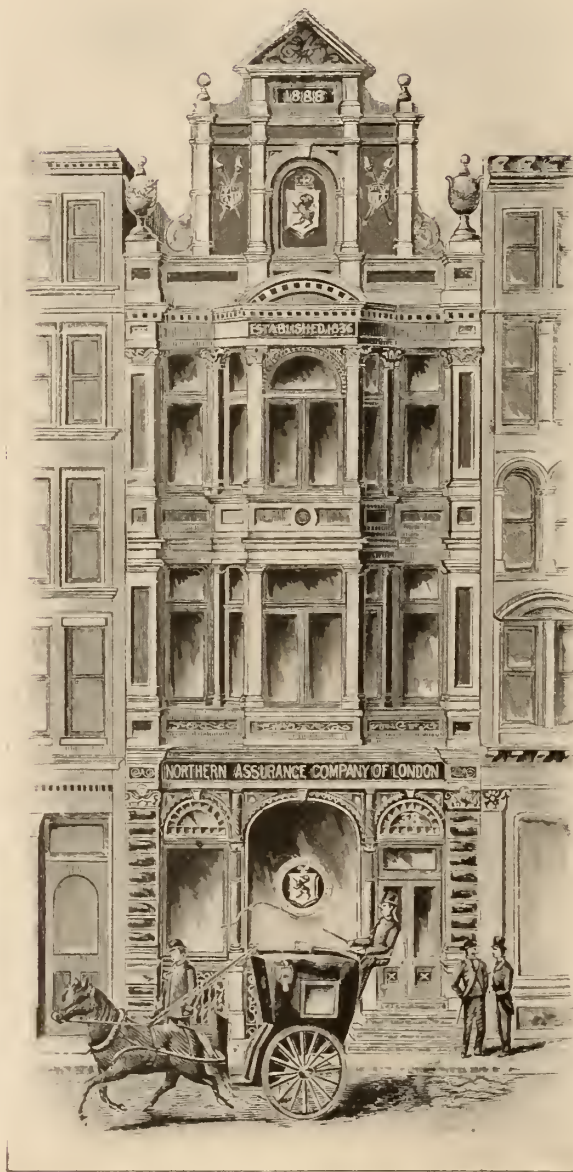
HARTFORD STEAM BOILER INSPECTION AND INSURANCE COMPANY, Theo. H. Babcock, Manager, New York Branch Office, No. 285 Broadway.—The leading boiler insurance company in the world is the Hartford Steam Boiler Inspection and Insurance Company, of Hartford, Conn., which has been in successful operation since 1866, and which is represented in New York by Mr. Theo. H. Babcock. The policy of insurance issued by this company covers damage to boilers, buildings, stock and machinery; also from loss of life, permanent total disability and accident to persons arising from explosion, and is a guarantee that the work of inspection has been thoroughly done. No inspection can be so careful and complete as one where the party making it has a pecuniary interest. This company imposes no arbitrary conditions, it is interested in no patent boilers or appliances, nor is it interested in insurance schemes entirely foreign to the business of steam boiler inspection and insurance, but on the receipt of the proposal for insurance the boilers are thoroughly inspected and classified and are accepted at a proper rate per cent., unless they are found absolutely unsafe, in which case the applicant is furnished with a written statement of their condition. The rates for risks are very reasonable in character, and all losses that occur are promptly paid. The affairs of the company have been very ably and successfully managed from its inception, and the corporation is recognized everywhere as a pillar of strength and security to the insured. It has a capital stock of \$500,000, with a surplus of \$123,287.95, and assets of \$1,862,501.25. It has over two hundred and thirty millions of dollars of insurance at risk, more than fifty-four thousand boilers under inspection and insurance, over one million dollars re-insurance reserve, and a surplus, as regards policy-holders, of over six hundred thousand dollars; while it has returned to policy-holders over three million dollars, in losses paid and in inspections. The officers of this company are as follows, viz.: J. M. Allen, president; W. B. Franklin, vice-president; Francis B. Allen, 2d vice-president; J. B. Pierce, secretary. These gentlemen are all prominent citizens of Hartford. Mr. Babcock has been the manager here for the past twenty years, having charge of the territory embraced in the States of New York, New Jersey and Vermont, including the cities of New York and Brooklyn. He is a native of Middletown, Conn., a resident of Brooklyn, and an expert authority in boiler inspection and insurance.

WILLIAM B. STRANG, Insurance and Loans, No. 7 Pine Street.—For thirty years, or more, the gentleman whose name heads this sketch has been a prominent figure in insurance circles. He makes a specialty of fire risks and his operations extend throughout the United States. He has occupied the present quarters ever since 1867. Mr. Wm. B. Strang was born and raised in New York city, but has resided in Yonkers for some years. He is a member of the Consolidated Stock and

Petroleum Exchange, and was an active member of the old Gold Room. Mr. Strang is a fire and marine insurance broker, and his transactions are on a very large scale, placing as high as thirty millions in a year. He places risks in all parts of the country with first-class companies, at lowest rates, and also negotiates loans on bonded real estate mortgages.

SANBORN-PERRIS MAP COMPANY, (Limited,) No. 115 Broadway.—The necessity for reliable fire maps of cities and towns is growing more and more evident to underwriters. In these days, when fire insurance has developed to almost a science, accurate and trustworthy information as to the surroundings, the general features, etc. of buildings is indispensable for the purpose of determining the physical character of risks. Great skill and experience are required to produce a comprehensive and perfect insurance map, which shall clearly show all important points, yet avoid cumbersome details. There are few in the business who are worthy to be entrusted with so delicate and difficult a task. Many lack both technical knowledge and experience. There are some, however, among the old and tried firms who are able and successful in this valuable specialty. Notable among the number is the Sanborn-Perris Map Company, (Limited), P. L. Arnold and S. E. Buchanan, associate managers. This is the largest and leading concern of its kind in the United States. It is widely and favorably known, and fully sustains the reputation it enjoys. The company has branch offices in Royal Insurance Building, Chicago, Illinois, and No. 426 California Street, San Francisco, California, and has maps of some 5,000 cities and towns throughout the country. William Perris was the pioneer in this special line in America. He published the first fire map in the United States, in 1852, and he and Perris & Browne were publishers of New York City maps from 1852 to 1889. The present house was established in 1866 by D. A. Sanborn. In 1876 the firm-name became Sanborn Map and Publishing Company, who were succeeded in 1889, by Sanborn-Perris Map Company, (Limited). They are thoroughly equipped for the business, and their maps are the standard publication of the kind. They have a large corps of competent surveyors in the field, and their facilities are in every respect unequalled. Messrs. Arnold and Buchanan, under whose able and efficient management this flourishing business is so successfully conducted, are both men of long practical experience, and are experts in their line. Mr. Arnold has been connected with the concern for a quarter of a century; and Mr. Buchanan has been with the house twenty-two years. They have been associate managers since 1883, when Mr. Sanborn, the head of the concern up to that time, was removed by death. They are prepared to furnish reliable fire maps to underwriters at reasonable prices, and all orders will receive prompt and personal attention. This company publishes more separate maps than any other house in the country, and more maps in one year than their competitors combined have done since Adam.

THE NORTHERN ASSURANCE COMPANY, OF LONDON: New York Dept. Geo. W. Babb, Jr., Manager, Northern Building, No. 38 Pine Street.—The Northern Assurance Company, of London, England, was organized and began business in 1836. Its growth in business, assets and surplus has been remarkable, and it is recognized as one of the largest and strongest fire insurance companies of the world. Its rapid growth appears in the record of its fire premiums, which were \$4,500 in 1836; \$19,000 in 1845; \$276,000 in 1855; \$820,000 in 1865; \$1,791,218 in 1875; \$2,886,500 in 1885, and \$3,581,533 in 1893. The Northern entered the United States in 1876, since when it has done business in nearly all the states and territories, having branch offices or agencies in the principal cities and towns. Its United States assets, December 31, 1894, were \$1,691,218; and its unadjusted losses, unearned premiums, and all actual and contingent liabilities, \$1,204,528. The company has securities of the value of \$1,264,216, specially deposited with the Insurance Departments of the several states, and with trustees in New York, none of which can be withdrawn while it has any existing liability in the United States. Since its organization the company has received in fire premiums \$68,078,200, and paid in fire losses, \$40,255,246. In the United States it has received in fire premiums, \$14,944,577 and paid in fire losses, \$9,426,741. The company's principal offices in the United States are in its own building at the above address, illustration of which is shown, which it erected in 1889, and which it occupies entirely for its own business. The building is a graceful and pleasing structure, and an ornament to its locality. The manager at the New York office is Mr. Geo. W. Babb, Jr., who has represented the company in various capacities since 1882, and as manager of the New York department since 1889. The United States trustees of the company are Mr. Edward King, the distinguished president of the Union Trust Company of



New York, and Mr. C. D. Wood, a retired banker. The company has three other department offices. Its department office for the New England States is at No. 27 Kilby Street, Boston, Mr. H. S. Wheelock, manager; for the Western States, in Monadnock Block, Chicago, Mr. G. H. Lermitt, manager; for the Pacific Coast, in San Francisco, Mr. George F. Grant, manager. The Northern has established a fire fund, co-extensive with its large net surplus, with which to meet extraordinary losses or conflagrations. Its resources are so large that no possible conflagration could stop or retard the continuous progress of the company. The guiding principles of the Northern are strict integrity, fairness and equity, and promptness in all its relations to its policy-holders. The natural result of its great strength and honorable history is that Northern policies are highly appreciated by discriminating and well-posted property owners.

A. A. LEACH, Marine, Fire, Life and Accident Insurance, No. 61 William Street.—This gentleman has had long and varied experience in this line, and was for twenty-one years connected with the old "New York Mutual" as cashier and assistant underwriter, and is a member of the Insurance Club. Mr. Leach, who is manager of the New York Insurance Agency, is prepared to place risks with first-class fire, marine, accident and other companies at lowest rates. He makes a specialty of insuring the personal effects, baggage, etc., of passengers going to Europe. The certificate issued by Mr. Leach covers any loss or damage when caused by the stranding, sinking or burning of the steamer or her tender; or by being in collision with another vessel. It also covers the risk of robbery or pilferage when baggage is deposited in charge of the officers of the steamer for safe custody. The risk commences when personal effects, baggage, etc., are shipped, and terminates when it is safely landed.

JAMES L. LIBBY & SON, Real Estate, Room 1, Banking Floor, Nos. 305, 307, 309 Broadway and 69 Liberty Street.—The vast interests centered in real estate in the metropolis render this branch of business by far the most important in New York, and no factor has added more materially to the wealth of the city than the improvement and steady rise in the values of its realty. A prominent real estate firm is that of James L. Libby & Son, who have offices as above. This business was founded ten years ago by James L. Libby, and four years since the present proprietors succeeded to the control, the co-partners being Mr. James L. Libby, who resides in New York, and his son, Mr. H. M. Libby, a resident of Nantley, N. J. The senior member of the firm is a member of the Real Estate Exchange, and a recognized expert in the values of property. The Messrs. Libby act as agents for the new Mutual Reserve Fund Life Association's Building, which contains about 200 handsome offices. They transact a general real estate business, making a leading specialty of city realty. They have at all times a large list of eligible properties for sale, and intending buyers have their interests advanced in the most substantial manner.

P. H. OAKLEY, Insurance Broker, No. 145 Broadway.—The enormous losses consequent upon fire which would be entailed upon the mercantile and manufacturing community annually, were it not for the equitable application of the element of insurance, would unquestionably impede the development of trade and commerce vitally. Among the recognized successful insurance brokers in this city is Mr. P. H. Oakley, than whom no one engaged in this line of business has been more fortunate in establishing and maintaining a high reputation, and than whom none enjoys a larger measure of success, well deserved. He is undoubtedly one of the most experienced insurance men in the city. For twenty-nine years he was connected with the old Firemen's Insurance Company of New York, and for eleven years filled the office of secretary to that company. Four years ago he determined to venture into business on his own account as an insurance broker and happily the venture has been attended with marked success, the outcome of it being conducted on sound business principles, and its management characterized by energy, ability and enterprise. Mr. Oakley has a neatly appointed office and gives his attention to every department of the insurance brokerage business. He resides at Bonnd Brook, N. J., where for the past two years he has been the agent for the German American Insurance Company of New York, the Liverpool and London and Globe of England, Home Fire Insurance Company of New York, London and Lancashire of England, Lancashire of England, Phoenix of London and Lloyds Plate Glass Insurance Companies. Insurance is effected at the lowest possible rates in these responsi-

ble companies, and losses are adjusted and paid without delay. Mr. Oakley is a native of New York city and well merits his success.

THE NEW YORK UNDERWRITERS' AGENCY, Alexander Stoddart, General Agent, No. 46 Cedar Street.—This office was established in 1864 by Mr. Alexander Stoddart, who had been for ten years connected with the Western business of the Etna Insurance Company, of Hartford, Conn. This concern has become, under the management of Mr. Stoddart, one of the most stable and reliable organizations in the United States. Mr. Stoddart founded the enterprise on the following plan: Several companies were to unite in the issuance of a combined policy, each company severally insuring thereunder an agreed proportion of the risk, and dividing the income and expenditures of the business on the same basis. By this means a combination of several comparatively small companies would be put on a level with the largest companies at that time. Mr. Stoddart formed his combination, and made it a success from the start. Under the name "New York Underwriters' Agency," he established local agents throughout the Western and Southern States, and on the Pacific coast. When the Guardian Fire and Life Assurance Company, of London, England, decided to retire from the United States, in which it did a very large business, its risks were reinsured by the New York Underwriters' Agency throughout all the New England, Northern and Middle States, one of the largest contracts of the kind ever made in the United States. In January, 1894, the contract with the Hanover and Citizens having expired by limitation, arrangement was made with the Hartford Fire Insurance Company of Hartford, Conn., whereby this agency should thereafter perpetually issue policies guaranteed by that company. Thus the New York Underwriters' Agency firmly established itself as a permanent institution, issuing policies guaranteed by assets aggregating over \$8,000,000, and a net surplus to policy-holders of over \$2,500,000. The business of the New York Underwriters' Agency is conducted entirely independent of and without reference to the individual business of the company guaranteeing its policies. Mr. Stoddart's doctrine was that "the capital belonged to the companies, and the business belonged to the agent who could secure and control it"; and this principle he has made the basis of his success. The Underwriters' Agency was one of the original members of the National Board of Fire Underwriters, and has always been recognized by the entire insurance fraternity as an organization separate and distinct from the companies guaranteeing its policy. The Underwriters' Agency has 2,000 established agencies, and a premium income of over \$1,500,000 a year. It paid over \$1,000,000 in losses in the great Chicago fire. It has a thoroughly equipped field force covering the United States, and has a branch office in San Francisco. Mr. Stoddart is well known for his business capacity in insurance circles, both in the United States and Europe.

* NEW YORK-1894, *



BANK OF MANHATTAN COMPANY,

40-42-44 WALL STREET

WILLIAMSBURGH CITY FIRE INSURANCE COMPANY, of Brooklyn, N. Y., No. 150 Broadway.—Of the successful fire insurance corporations doing business in New York, few are so well appreciated as is the Williamsburgh City Fire Insurance Company, of Brooklyn. This company has offices at corner Broadway and Kent Avenue, E. D., and No. 211 Montagne Street, W. D., Brooklyn, and was incorporated in 1853, with a capital of \$150,000, which was increased in 1865 to \$250,000. It immediately entered upon a career of usefulness which has been continued with increasing prosperity to itself, and fully justifying the reliance placed upon it by the public. The company writes insurance on buildings and contents, and inland navigation, taking risks in all the Middle and Central States, including Virginia, Maryland, Delaware, Georgia, Alabama, Louisiana, Tennessee, Missouri, Iowa, and nearly all the Western States; with an immense business in New York and New England. Its principal business office is in this city, located in their own building, illustration of which is herewith shown, which was erected in 1884, of granite and brick, nine stories in height; and at the time of the purchase of the building lot it was the highest priced piece of real estate in New York, costing \$115.96 per square foot. The structure is thoroughly fire-proof, elegantly appointed with fine elevator service and every convenience. Here the company does its large business smoothly and efficiently. Conservatism rather than haste, carefulness rather than impulsiveness, final profit rather than present volume of business, have been the leading mottoes of its insurance creed, and by a conscientious adherence to them its managers have



made a record which marks them among the most successful insurance men in the country. The statement of the company made January 1, 1894, shows a net surplus of \$597,389.89; reserve for reinsurance, \$482,733; assets, \$1,477,257.52. Its business is steadily increasing, owing to the moderation of its rates, the liberal character of its policies and the reliability of its management. It has paid out over seven millions in fire losses, while its present strength and efficient direction are sufficient guarantees of its future solidity, and it stands to-day a pillar of security to the insured. The president, Mr. Marshall S. Driggs, is a son of the first president of the company, Edmund Driggs, who died in July, 1889, and was succeeded by the son. The latter was with the company at the start and wrote the first policy that it issued. He became its assistant secretary, but resigned to engage in the warehousing business for thirty-two years, returning to accept his present position in 1889. He has been a director of the company for twenty-three years, chairman of its finance committee seven years, and is an honored member of the Insurance Club, the Chamber of Commerce, and the Board of Underwriters of both New York and Brooklyn; also a member of the Tariff Association and one of its Finance Committee. The secretary, Mr. F. H. Way, is an expert and talented underwriter and a popular official. The general agent, Mr. Jesse Watson, has been at the head of this department since its organization, and has proved himself a tower of strength in its development.

THE banking house of Charles A. Baldwin & Co., in the Manhattan Bank Building, is a model private banking institution of high repute. It is comparatively new and has a business advantage in that respect for obvious reasons. It has the best of connections here and in all of the states, and a list of its foreign correspondents includes all of the principal cities. Especial attention is given to collections in New York and vicinity. Commercial and travelers' letters of credit are a feature, as well as money orders, and no institution of the kind has better facilities for remittances abroad. The firm does a large business in exchange, both foreign and domestic, buying and selling its own bills. The bond department of the house is a busy branch, dealing, as it does, with Government, State, Municipal, Street Railway and other standard issues. Investment securities are given particular care, a fact that should not escape the attention of those handling estate and trust funds. The house is fiscal and transfer agents for several large corporations. Not the least important branch of the firm's business is its commission department. It is equipped with every modern facility for the prompt execution of orders. Stocks, grain, provisions, cotton and coffee are handled for customers on margin or bought for cash. The firm's "Wall Street News-Letter" is of incalculable value to investors and speculators.

THE NATIONAL BROADWAY BANK OF NEW YORK, No. 237 Broadway, corner Park Place.—The National Broadway Bank of New York was originally incorporated in 1849, and opened for business on August 9th of that year, at the corner of Broadway and Anthony Streets. It had a capital of \$500,000, and its first report, published under date of September 28, 1850, showed a remarkable success from the start, its principal items being to wit: Capital, \$500,000; deposits, \$705,036; loans and discounts, \$973,690; circulation, \$212,230; specie, \$74,849. Eventually the bank erected its own building, at the corner of Broadway and Park Place, being one of the earliest large bank buildings to be erected in the city. It is brownstone, seven stories high, 25 x 122 feet in dimensions, and contains large vaults, elevators and all modern improvements, the ground floor being occupied by the bank and the upper floors rented for offices. This bank now has a capital of \$1,000,000, and the following board of directors, to wit: Francis A. Palmer, president; Francis P. Furnald, capitalist; John Lawrence, capitalist; Hudson Hoagland, vice-president, capitalist; George F. Gantz, capitalist; Arthur T. J. Rice, cashier; Andrew Mills, late president State Trust Company; Joel E. Fisher, capitalist; John F. Talmage, of Dan Talmage's Sons, rice; David S. Walton, of D. S. Walton & Co., paper; James Talcott, commission dry goods; George C. Clarke, of Tefft, Weller & Co., dry goods; John W. Condit, capitalist; Seth E. Thomas, treasurer Seth Thomas Clock Company, and William B. Putney, lawyer. A general banking business is transacted in deposits, loans, collections and exchange; the accounts of banks, bankers, corporations, firms and individuals are received on the most favorable terms; collections are made and promptly remitted at lowest rates, and in the light of legitimate banking, satisfaction is rendered to all its patrons. From its inception this bank has retained the confidence of the public in the highest degree. Its founders were men who had the rare foresight to recognize the possibilities of such an institution, and who laid the foundations sufficiently strong and deep to bear any superstructure that time, experience and wealth might rear. Under its present wise and conservative management, this bank is doing a large and safe business, and now has a surplus and undivided profits amounting to \$1,568,563.77; deposits, \$6,419,295.83; loans and discounts, \$5,716,901.05; resources, \$8,732,109.60. Mr. Francis A. Palmer was the first president of the Broadway Bank, and is still at its head. He is honored and esteemed as one of the veteran bankers and financiers of New York, and the history of the National Broadway Bank under his administration verifies the well-established fact that a great financial institution having men of sound judgment and conservative characteristics at the helm must surely become successful and prosperous. Cashier Arthur T. J. Rice has also been with the bank for many years, succeeding to his present position in 1883, and is an expert in banking; while the board of directors comprises much of the solid business element of the city.

C. E. L. HINRICHS, Adjuster and Appraiser of Fire Losses, No. 60 Cedar Street.—In the large transactions that characterize the insurance interests, the services of the adjuster and appraiser of fire losses are of extreme importance, as upon a faithful and accurate, as well as just appraisement of losses which occur, depend, to a great extent, the stability and continence of the great corporations who assume to bear the immense annual losses which occur by the destructive element of fire, as well as serve to retain to them the patronage and confidence of insurers. It is an occupation which requires the exercise of special qualities: a knowledge of values, a keen acquaintance with human nature, and the reasoning faculties of a detective. The large insurance companies are always ready to allow all rightful claims, but they are compelled to protect themselves against the fraud and imposition with which they are constantly menaced. A prominent representative of the special business above referred to in New York is Mr. C. E. L. Hinrichs, who established himself in business in this line in 1886. In 1892 the firm became Rolston & Hinrichs, resuming its original designation in 1894. Mr. Hinrichs is an expert in his occupation, having followed the same line for twenty-two years previous to starting his present enterprise, during which period he was employed in all parts of the United States. He has a large line of business in this city, and his rulings are always accepted as final. Mr. Hinrichs resides in Brooklyn, and is a member of the Veterans' Association of the Forty-seventh Regiment, N. Y. S. N. G. and also of the Canarsie Yacht Club.

S. DE WALLTEARSS, Auctioneer and Appraiser, Real Estate and Loan Broker, No. 171 Broadway, corner Cortlandt Street.—There is, perhaps, no man engaged in the domain of realty in this city who is better known than the gentleman whose name heads the present sketch. He has been established in the line indicated for over thirty years and is a familiar figure in real estate circles. He was formerly of the firm of Fairchild & De Walltearss, and has carried on business alone since 1887. Mr. De Walltearss is a native New Yorker, and resides on 131st Street. He is a man of integrity and reliability as well as many years' experience, and is a member of and has a stand in the New York Real Estate Exchange. He was for a number of years appraiser for the Surrogate's Office, and is considered an authority on real estate values. He is auctioneer and appraiser, real estate and loan broker, and does a large business. Mr. De Walltearss has recently added "& Co.," to the firm-name, Mr. David Rothschild, a young and energetic man of this city being the company. They have a commodious office and employ two clerks, and handle New York and Brooklyn property, buying, selling and exchanging, and negotiate loans on bond and mortgage. Sales at auction are a specialty, and particular attention is given to the appraisement of property for intending purchasers.

CENTRAL NEW JERSEY LAND IMPROVEMENT COMPANY, Room 508, No. 143 Liberty Street.—The steady growth of New York city gives a constant impetus to the development of the neighboring regions, and New Jersey, especially, is experiencing the benefit of the expansive impulse thus emanating from the metropolis. Along the line of the Central Railroad of New Jersey a succession of handsome towns have grown up within the last quarter of a century which, as well as the intermediate tracts of country, are adorned with the elegant residences of New York merchants, while lower rents and lower tax rates, combined with ready facility for travel, make them equally available for the homes of persons in moderate circumstances. In the particular direction referred to, a leading factor in promoting this development is the Central New Jersey Land Improvement Company, which was organized in 1871, under the laws of the State of New Jersey, with a capital of \$537,500. The president of the company is Mr. R. W. DeForest, of the New York law firm of DeForest Bros., attorneys for the Central Railroad of New Jersey. The vice-president, Mr. J. Herbert Johnston, is also treasurer of the Dolphin Jute Mills, at Paterson, New Jersey. Mr. George Kyte, the secretary and treasurer, is at present the sheriff of Union County, N. J. The company owns and sells lands along the line of the railroad above mentioned, at Jersey City, Newark, Elizabeth, Roselle, Fanwood, Plainfield, Dmellen, Raritan and Somerville. It controls large tracts of land of great value, and its yearly sales represent large amounts.

BENJAMIN HOMANS, Real Estate, No. 167 Broadway.—Among our enterprising citizens engaged in the handling of realty few are better known than the gentleman whose name heads this sketch. He has been established in the line indicated since 1886, and has been highly successful. Mr. Benjamin Homans is a native of the South, but has resided in this city for twenty-two years. He is a man of integrity and reliability, and any having business relations with him are assured of liberal and honorable treatment. He is a member of the Real Estate Exchange, and is held in high esteem in the realm of realty. Mr. Homans was formerly of the Homans Publishing Company, publishing the Bankers' Magazine and other financial works, and is well and favorably known in monetary circles. He is a general real estate dealer and broker, and New York and suburban properties of every description, both improved and unimproved, are sold and exchanged by him. But he devotes special attention to the sale of timber, coal and farming lands in Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, Missouri, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, West Virginia, etc. Mr. Homans is a leading dealer in Southern lands and receives no tracts of which the titles are questionable, or the values exaggerated. He is thus enabled to offer the choicest investments in this important and attractive field.

CESARE CONTI, Banker and Broker, No. 55 Broadway.—No surer indication of the progress and prosperity of the Italian element of citizenship could be cited than is evidenced in the financial and commercial world, in which are found some of the most substantial merchants and wide-awake financiers. Among the latter class is numbered Cesare Conti, who has been established in his present vocation since 1884, and has already received a liberal share of patronage from his fellow-countrymen, and the general public. He conducts business matters on a broad basis, and banking and brokerage transactions of all kinds are negotiated and performed in comprehensive style; telephone call "350, Cortlandt." He issues letters of credit and draws drafts on banking institutions throughout Europe, and also acts as agent for the following steamship lines: Hamburg, Cunard, North German Lloyd, American Line, Red Star Line, French Line, Anchor Line, and all lines entering European ports. Mr. Conti was born in Italy, but has been a resident of the United States for the past twenty years, where he is recognized as one of the most progressive and enterprising Italians. He is a member of several prominent Italian societies and organizations, and enjoys the confidence of his fellow-citizens in a degree seldom attained.

JOHN A. ECKERT & CO., Insurance, No. 137 Broadway.—Ranking among the leading insurance men of New York city are Messrs. John A. Eckert & Co. The firm does a large and active business with every American and foreign company operating in New York, all of whom have won reputations for security, promptitude in payment and ability to meet every creditor with whom they have been confronted. The firm was established in 1889, and each year it has been increasing its clientage and its volume of business until the latter has become of large dimensions. The firm do a general insurance brokerage business, and control a vast patronage in fire, life, marine, annuity, accident, boiler, plate glass and other classes of insurance. Messrs. John A. Eckert & Co. have a large patronage, not only in the city itself, but also in many of the other chief cities in the country. They have placed risks for many prominent firms in the principal insurance corporations at home and abroad on manufactories, office buildings, residences, etc., and against death and accident, as well as against losses at sea and by explosions, in the interests of many of our leading citizens. The wide range of experience of the firm is one of great value to their patrons, who will always find the firm ready to give the soundest and most reliable advice to those seeking to place insurance risks of any kind. The telephone call of the firm is "2724 Cortlandt," and all communications are given prompt attention. The principal of the firm is Mr. J. A. Eckert. This gentleman is a native and lifelong resident of New York, and has gained great esteem for his ability and experience as well as for his strict integrity and promptitude.

THE WINDSOR CONSOLIDATED MINING COMPANY, Room 64, No. 29 Broadway.—This company is a favorable example of a corporation organized to conduct legitimate mining operations. It has been incorporated under the mining laws of Arizona, with a capital of \$400,000, divided into shares of \$1.00 each—unassessable; for the purpose of operating the Windsor Mine in Parke County, and the Pettie May Mine in Boulder County, Colorado. These mines lie in the richest gold-bearing territory of the state, near the center of the newly-discovered auriferous region in that section. The company have made all the necessary preparations and commenced the development of its property under the direction of experienced mining engineers; and with rich ore in sight are opening the way to secure a steady output of the precious metal, thus placing the company on a secure dividend-paying basis. The ore assays very rich, showing, by the report of the assayer, at the mint price for gold, a value of \$49.50 per ton. Taking into account the mass of the ore body, the richness of the same, and the productive character of the district, it is fair to expect that these mines will soon prove to be worth much more than the whole capital of the company. Both properties possess good mill sites, an ample supply of water for milling, and timber in abundance for mining purposes. Under the expert and progressive management of its officers and directors, the Windsor Consolidated Mining Company promises to become one of our leading dividend-payers.

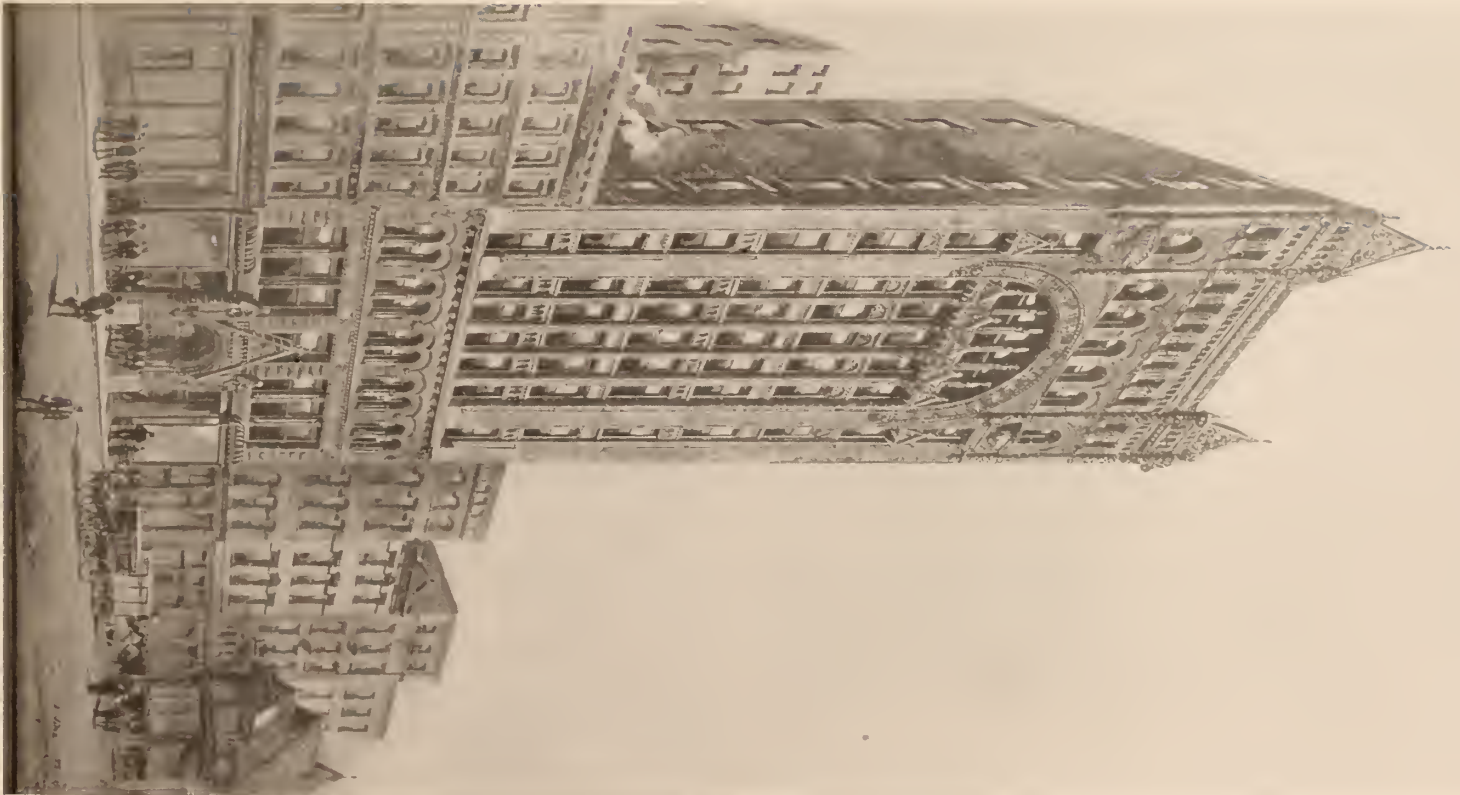
A. B. PHILLIPS, Adjuster of Fire and Marine Losses, Nos. 93 to 99 Nassau Street.—Mr. Phillips is a gentleman of middle age, active and energetic. He is a native New Yorker, but resides in Brooklyn, and has an office at the above address in this city. He is a man of integrity of character, as well as long and varied business experience, and personally is very popular. He is deservedly esteemed in social and commercial circles alike, and is an honorary member of the Excelsior Club. He served in the 23rd Regiment, N. G. S. N. Y., for nine years, and is an honorary member of Veteran Association, Company A. Mr. Phillips was formerly in the shipping business for seventeen years, and has been engaged in the present line since 1886. He has been very successful, and has acquired a fine patronage. He numbers in his clientele many prominent merchants, manufacturers, corporations, etc., and will be pleased to furnish a list of references, in which appears, among various others, the names of the Equitable Gas Company, and Wm. J. Mattherson & Co. The loss adjusted for the last-named firm amounted to \$150,000, while that for the firm of Dexter, Lambert & Co., silk manufacturers of Hawley, Pennsylvania, amounted to \$65,000. At his office, at the above address, Mr. Phillips has telephone connection, "638 Cortlandt," and employs four clerks. He is adjuster of all classes of fire and marine losses, and is an expert in his line. Fire losses are promptly adjusted by him for the

assured and all business intrusted to this gentleman will be attended to in the most faithful and competent manner.

CORPORATIONS SYNDICATE, Rooms 64, 65, 66, 67, Nos. 39 and 41 Cortlandt Street.—A noteworthy and highly creditable enterprise but recently organized in this city, is that of the Corporations Syndicate, which was incorporated in May, 1894, with ample capital, the officers being the following gentlemen, who are prominently known in business and financial circles: President, W. M. Robbins; vice-president, Major Geo. Keating; counsel, Benedict S. Wise; auditor, Charles Gray; secretary, Nathan Bushnell. Among the concerns holding an interest as stockholders in the Syndicate are the Electrical Machinery Guarantee Corporation, of New York, who insure electrical plants of all kinds; the Delaware Bavarian Brewing Company, of Wilmington, Del.; the United Box and Paper Company, of Newark, N. J.; the Coupon Gazette, a monthly publication, and the Coupon Company, an accident insurance corporation. The Corporations Syndicate furnishes financial aid to enterprises requiring support, and organize these enterprises as stock companies, placing them upon a solid financial and good working basis. All worthy industrial enterprises are promoted, honorable, equitable dealing being assured and the Syndicate is receiving a substantial support and steadily increasing patronage.

OWENS & PHILLIPS, Insurance, Nos. 93 to 99 Nassau Street.—One of New York's best-known insurance agencies is that of Owens & Phillips. It was established in 1876 by Wm. W. Owens, Jr., and about eleven years ago Jno. B. Phillips acquired an interest in the business. They were formerly at No. 32 Liberty Street, and removed to the present quarters in 1892. Mr. Owens is a New Yorker by birth and lives in Brooklyn, and is a member of the Oxford Club. Mr. Phillips was born in Brooklyn and resides at East Orange, N. J., and is a member of the Orange Athletic Club. Both partners are men of thorough experience, and give close attention to business and are well and favorably known in insurance circles. Messrs. Owens and Phillips have finely appointed and commodious offices, connected by telephone "638 Cortlandt." They are general insurance agents and brokers, and are prepared to effect risks in first-class fire, life, marine, steam-boiler, plate-glass, employers' liability and general liability companies at lowest rates. They can place large lines of fire insurance on the most advantageous terms; and all interests entrusted to this reliable firm will be attended to in most careful and trustworthy manner. They represent the "Sun," of London, the "Western," of Toronto, Canada, and "Pennsylvania" of Philadelphia as sub agents, and various other solid institutions.

* NEW YORK-1894, *



TAYLOR BUILDING, CORTLANDT STREET.

FALCK & CO., General Passenger Agents, No. 29 Broadway.—The Insular Navigation Company, whose general passenger agents are Messrs. Falck & Co., offers the only direct steamship line to the islands of the Azores, Madeira, Lisbon, and other points in Spain, from this city. This line also offers to tourists the opportunity of making a charming and exceedingly interesting voyage. Being the most direct route to the south of Spain, it opens up to the traveler such historic places as Granada and other localities made famous by the Moorish conquests; while as a health resort the Azores are unequalled. The average latitude of the islands is about that of Philadelphia. The wonder of the ocean, the Gulf Stream, flows well to the north, and is crossed in going from New York. The southern branch of the stream flows to the eastward, between the islands and the continent, thus enclosing them in its embrace. This gives them an equable climate. The changes of temperature are extremely slight; the average for the winter months is about 62°, and in the summer about 72°. St. Michaels, the largest of the Azorean group, is about forty miles in length and nine to twelve in width. It is a most picturesque island, abounding in beautiful scenery. Here is located Ponta Delgada, the chief city, and third in importance in the kingdom of Portugal. It is a business centre of considerable wealth, and contains over 25,000 inhabitants. Some of the finest and most extensive gardens are to be found here, filled with trees, shrubs, and flowers from every clime. As frosts never come, verdant fields and vegetation exist throughout the year. The voyage from New York to the Azores averages seven days; from the Azores to Madeira, two to three days, and from Madeira to Lisbon two to three days. Passengers are booked through to all points in Spain, and those booking can stop over on the Azores until another steamer of the company comes along. Messrs. Falck & Co. are now running steamships from New York to the Azores regularly. They are prepared, also, to book passengers through to any point in Europe, and to issue drafts on the principal islands of the Azores, Madeira, and most any part of Europe. Their principal office is at Lisbon, Portugal, and they operate some fifteen steamers between Lisbon, Brazil, Africa, Madeira, the Azores and New York, sailing every three weeks from this port. Mr. Adolph Falck, the resident member of the firm in New York, is a native of Germany, prompt, obliging and efficient in catering to the demands of the traveling public.

STETTHEIMER & BETTMAN, Bankers, Brokers and Petroleum Producers, Welles Building, No. 18 Broadway.—This firm was organized upwards of fifteen years ago, and Mr. Stettheimer, one of the founders, has since deceased, but his interest has reverted to his estate. Mr. Bettman is the active manager of affairs. This gentleman was born in New York city and has always been a prominent resident here. He possesses an expert knowledge of banking and all financial

matters. The firm transact a general business as producers of oil, being one of the largest in this line in this country, and are also large real estate owners in this and other cities. They pay particular attention to the production of crude petroleum, and own valuable oil wells in the oil yielding districts of Pennsylvania, Ohio, West Virginia and Indiana. The oil is disposed of direct to refiners, and all patrons have their interests promoted in the most substantial manner.

CROMWELL STEAMSHIP COMPANY, E. S. Allen, General Agent, Pier 9, North River.—The annals of steam navigation will ever accord a prominent place to the Cromwell Steamship Company as being for years the only passenger line between New York and New Orleans direct, as well as being the leader in the introduction of everything that can in any way appertain to the safety, comfort and celerity of the passage. This line was established in 1853, by H. B. Cromwell, and in 1888 the present company was organized. They operate four steamers, viz.: The "Knickerbocker," "New Orleans," "Hudson" and "Louisiana," between New York and New Orleans, carrying both passengers and freight, and leave for New Orleans direct from Pier 9, North River, at 3 P. M. on Saturday of every week. The average running time of steamers between the two points is five and one-half to six days. The steamers of this line are built of iron and are recognized as affording the most luxurious accommodations to the traveling public. Among the many features for which this line is justly celebrated are the extreme care and forethought manifested in the navigation of their ships, the skill and high standing of their commanders, and the company's uniform good fortune in conducting an extensive traffic throughout all these years with such immunity from accidents. The prime consideration is safety, and the captains of the steamers are vigilant and untiring in their efforts to insure safe running and thorough efficiency. This line is also deservedly popular for the excellence of the table it sets. First-class tickets entitle the holder to a berth in a first-class room and meals free of extra charge. This line also offers through tickets covering entire expense from New York to points in Texas, California and Colorado. Through rates of freight and bills of lading are given from all points in seaboard territory to New Orleans, Mobile, Shreveport and points on the Mississippi and Red Rivers; also to points in Texas, Louisiana, Colorado, Utah, Montana, New and Old Mexico and California. Connections are made at New Orleans with the Southern Pacific, also the Texas & Pacific, forming the fast freight line known as the Cromwell-Pacific Through Line, taking freights for points in Texas, the Southwest and Northwest. Mr. Woodruff Sutton, the president of the company, is a well-known New Yorker, while Mr. E. S. Allen, the general passenger agent, has been with the line since 1858, and by his courtesy, promptness and reliability is promoting in every way the best interests of the company.

TIFFANY & WOOD, Real Estate and Insurance, Room 632 Cable Building, No. 621 Broadway.—Messrs. Perry Tiffany and Walter Wood, operating under the firm-name of Tiffany & Wood, do a general real estate and insurance brokerage business at the above address. By reason of their connections and the straightforward manner in which they conduct their business, they have already won for themselves a permanent and very desirable patronage. They have charge of the insurance of the property of the Metropolitan Street Railway Company, the Metropolitan Traction Company, and the Cross Town R. R. Company. The firm also transacts a general brokerage business, both in real estate and insurance. Both gentlemen are very well known in New York. Mr. Perry Tiffany, the senior member of the firm, was formerly a native of Newport, R. I., and Mr. Walter Wood at one time resided in Morristown, N. J.

JOSEPH O'CONNOR, Real Estate, Havemeyer Building, No. 26 Cortlandt Street.—This gentleman has been in business here since 1882, and has gained a liberal clientage, numbering among his patrons many wealthy investors and active operators. He conducts a general business in the sale, purchase and lease of real estate, negotiates loans on bond and mortgage at favorable rates, and insurance policies are likewise promptly procured at lowest terms in first-class companies. Mr. O'Connor deals in New York city and New Jersey property, making a specialty of down town property. Upon his books are full descriptions of the most eligible bargains available in stores, dwellings, lots and country property, and conservative investors who act on his judicious advice and sound judgment can in all cases rely on securing a steady income with prospective increase of values. Mr. O'Connor is a native of New York city, a recognized authority as regards present and prospective values of real estate, while his extensive connections afford excellent facilities for the immediate disposal of any realty placed in his hands.

GEO. H. MULLER, Real Estate Broker, Room 202 Havemeyer Building, No. 26 Cortlandt Street.—This gentleman established himself in the real estate business in 1888, moved to his present offices in 1894, and quickly gained a large and thriving patronage. In the selection of real property, in its valuation, in its sale, and in raising loans upon the same by bond and mortgage, as well as in general management, the services of the real estate agent are of value in proportion as his knowledge of property, the requirements of the business and the changes or increase of values may extend. Mr. Muller has already shown his thorough adaptability to the needs of his patrons and is acquiring a valuable experience in every department of his business, in buying, selling, leasing, negotiating loans, collecting rents, in the management of property, etc. Mr. Muller is a native of New York and a resident of New Jersey.

JOHN R. FOLEY, Real Estate and Insurance, No. 153 Broadway.—One of the oldest and most prominent of the houses engaged in the great real estate operations of the metropolis is that of Mr. John R. Foley, which was founded some quarter of a century ago, by that gentleman, and continued under his rule up to October 10, 1892, when his lamented death occurred, and he was succeeded by his son, Mr. John R. Foley, Jr., who had been brought up to a thorough knowledge of the real estate business. He is a member of the Real Estate Exchange and Auction Rooms, Ltd., is represented in Washington, D. C., by Messrs. Heiskell & McLaren, and does business all over the United States. Mr. Foley employs a staff of competent assistants, and conducts an active trade in buying, selling, renting and exchanging realty of all kinds, also in collecting rents, placing fire insurance, managing estates and negotiating loans, while property is appraised in all parts of the city at short notice and low rates. Calls may be made by telephone, "1788, Cortlandt." Mr. Foley is a native of this city, a member of the Seventh Regiment, N. G. S. N. Y., and popularly known.

NEW YORK & NEW JERSEY INVESTMENT COMPANY, Owners and Operators in Suburban Real Estate, No. 287 Broadway.—Of late years the eye of the New Yorker has been turned to the outlying suburbs, and in many directions thrifty towns and settlements have sprung up. A concern that is conducting a flourishing business in the opening up and settlement of new territory is that of the New York and New Jersey Investment Company, which was incorporated in June, 1891, under the state laws of New York, with a capital of \$30,000, the officers being: President, George A. Weaver; secretary, Christian Sipp. These gentlemen are native New Yorkers, popularly known in real estate and general business circles. They are owners and operators in suburban real estate, making a leading specialty of property on Long Island, and in Bergen County, N. J. They buy up farms and divide the same into building lots, which they sell at an average price of \$100.00, cash or time payments. The property handled is of constantly growing value and a better opportunity was never offered to enable people to secure homes.

HENRY C. BAILEY, Real Estate Broker, Havemeyer Building, No. 26 Cortlandt Street.—Mr. Bailey established business as a real estate broker in this city in 1886. He occupies handsome and eligible quarters and is prepared to execute all orders entrusted to his care in the promptest and most acceptable manner. He buys, sells, rents and leases property of all kinds, and has on his list many valuable pieces of improved and unimproved real estate that he offers to customers on the most advantageous terms. Money is loaned on bond and mortgage, and honorable dealings characterize all his transactions. Mr. Bailey deals mostly in New York property, making a specialty of down-town property.

CYCLOID RAILROAD

CONSTRUCTION & EQUIPMENT CO.



Fig. 2.



Fig. 4.

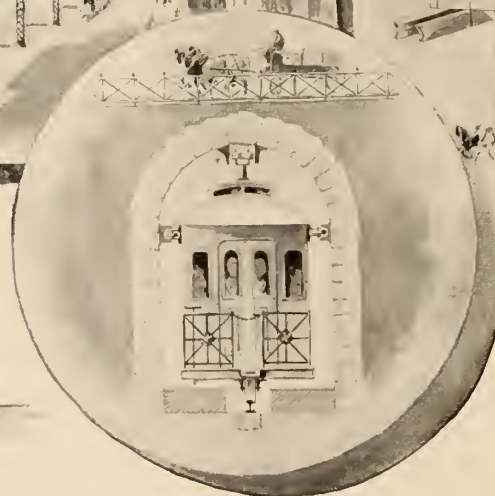


Fig. 1.

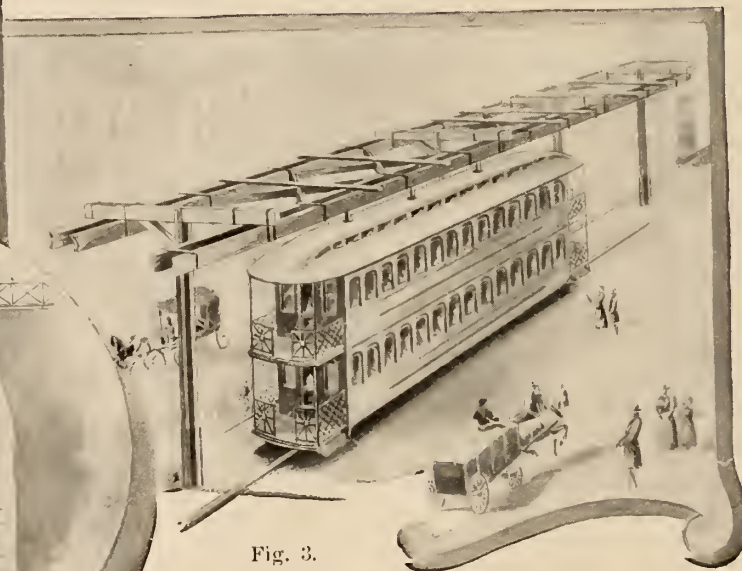


Fig. 3.

GREAT IMPROVEMENT IN RAILROAD CONSTRUCTION, Radical Departure.

THE CYCLOID RAILROAD CONSTRUCTION AND EQUIPMENT COMPANY.—During this century of wonderful inventions and improvements, especially in all devices which involve transmission of thought and persons, the telegraph and telephone have annihilated time and space, while the propeller has proven its advantages in economy, safety and power of propulsion over the cumbersome sea-going side-wheelers; yet railroad travel has not kept up with the radical changes for the better which other means have evolved. The time, however, is near at hand when radical improvements in construction of railroads will revolutionize for the better this important method of transportation.

It has long been a mooted question among railroad engineers to devise means by which the great expenses of construction, equipment, maintenance and operating could be minimized, with increased speed and other facilities, together with additional safety, without impairing railroad service.

A prime factor was to overcome or reduce lateral motion in cars, which caused friction of wheels against the rails, increasing not only resistance to the traction power, but also pounding of rails, spreading of tracks and wrenching of the rolling stock.

The bicycle suggested the idea and experiments made by E. M. Boynton with a train of three double-decked cars, each of a carrying capacity of one hundred people, drawn at the rate of sixty miles per hour by a small locomotive over a crude experimental road and superstructure, of one and three-quarters miles, making daily for two summer seasons 175 miles, and only consuming per diem a half ton of coal, specially attracted the attention of engineers to consider its merits.

These cars and locomotives have double-flanged wheels running on a single rail, with balance wheels on top of the cars, impinging on each side of a guide rail held in position by a framework rising from the ground, thus making the cars run as if they were in an upper and lower groove, not unlike a sliding door.

The route was exposed to strong, high winds from ocean gales, and yet, after carrying over 25,000 people in safety, neither cars, superstructure or roadbed showed any appreciable deterioration. These practical tests had to be abandoned at Coney Island and removed to Bellport, where they have been renewed and now run daily over one and one-half miles, with a single-

story car, impelled by electricity, showing the system can be adapted to depressed roads as well.

There is hardly any perceptible motion except something like in a sleigh running over smooth ice.

These experiments attracted the attention of many engineers, and specially that of Dr. Louis C. d'Holmergue, who at once appreciated its possibilities and made a close study of its features. He invented and patented July 21st, 1891, an improved construction and cars, which experts in railroad building have declared free from the faulty ideas of the Boynton system. He calls it the "Cycloid," and the differences between the two devices are herein given below, taken from a pamphlet issued by

"THE CYCLOID RAILROAD CONSTRUCTION AND EQUIPMENT COMPANY."

"Our device consists of two lines of girders for each track, forming continuous over-head longitudinal channels, through which pass the balance wheels on top of cars. These revolve on vertical shafts, rising from the second floor through sockets, securely bolted through the car tops on broad steel straps, which cross over the top of cars and down sides, forming a binder. These balance wheels, running in an inside channel, instead of on the outside of a girder (as in Boynton's) facilitates rounding curves, as there is less strain and more play in rounding the inside than the outside of a circle. These longitudinal channels give opportunity for bracing, thereby securing a strong and safe construction, for the car balancing wheels running on the inside of these channels the strain is outward against their sides, and the bracing is exerted against said strain. These channels are nine inches deep by nine inches apart. The balance car wheels are eight-inch face by seven-inch diameter, of such calculated strength that either one (there are four) would more than safely support a car perpendicularly.

"The Boynton device offers no such safety nor braces, as his balance wheels on top of the cars being on the outside of the guide girder are in the way of such bracing. His system of pivotal vertical shafts running through cars, on top of which are fastened frames or cradles, upon which are his balance wheels, offers too many parts, one depending upon another, and involves additional wheels, weight and friction to recommend it as a

construction of safety and strength in such an essential position. Owing to the strength of our overhead construction and central supporting posts, which do not require to be tilted at curves to balance centrifugal force (as in Boynton's), for the angle of incline of cars going around curves depends entirely on their speed, and this is facilitated by the balance wheels on the top of cars running in an overhead channel instead of on each side of a single girder.

"The cars are designed to be wider than Boynton's, the seats are either placed back to back or else in cross sofas, allowing sufficient passageway on each side. At each end are spiral stairs, so that any part is accessible from the car platforms. The construction of these cars, while light, is designed to be of great strength, and to have all the comforts and modern conveniences of the present first-class cars. Such cars are fully fifty feet long, five feet six inches inside width, and will seat one hundred people, while the narrow Boynton cars have to be in sections in order to stiffen them, and the passengers are necessarily confined in compartments without access to conveniences until a station is reached, a class of car not popular with travelers. Fifty-foot cars to have four wheels to insure safety.

"We would not want to rely upon a shoe holding up a car in case of a wheel breaking, because the resistance to this impact, calculated by the weight of a train multiplied by its own velocity, would be such that it would be very much like attempting to stop a cannon ball in its flight, and certainly tear everything to pieces. The laying of each rail would be on its own roadbed, so that the inequalities from depression on one rail would not throw up the other, as would be the case if both were on the same sleeper."

This system is adapted to surface, elevated or depressed roads, and especially as a single rail in mountainous countries. The construction, either in iron or wood, is simple, strong and fit for any service; cheaper in construction, in maintaining and in operating than the present mode, and especially adapted to the electric motors of the trolley type, as the wire is secured from the effects of weather, thereby saving largely in electrical energy.

In tunnels, for same service required, it's a saving from one-third to one-half in excavations, and the cars riding on a single rail, balanced by side guides (see fig. 1), renders an accident something almost impossible.

Where elevated roads are required (see design 2), owing to the lightness of the rolling stock reduces the cost of construction to one-half of the present form.

On surface roads (see design 3), the saving is manifoldly greater, especially in the consideration that a double-deck car can carry double the passengers on the same length.

In fact, the following summary itemizes its manifold advantages:

1st.—Space saved in construction.

2d.—Can be adapted to any kind of service, or motive power, and to existing roads, without interfering with their regular service.

3d.—Derailment from spreading rails impossible.

4th.—Safety at high speeds, owing to freedom from lateral oscillation.

5th.—The line of traction being from centre of bearing and running in same plane, offers less resistance to the traction power, while the double-flanged wheels following each other on the same rail, enhances uniformity of roll.

6th.—The system of counter-bracing in its construction on surface or elevated railroads, in iron, steel or wood, insures solidity against vibration or the action of high winds.

7th.—When compared in cheapness of construction to the present system, and the small quantity of fuel and water to be carried, with great speed if required to traverse rapidly long distances, like going across the plains and mountains to California or the steppes of Russia, are important considerations, as well as its adaptability to local service, while the car wheels of a train rolling on a single rail are less liable to be impeded by snow storms.

This company has for its object the introduction of its system of railroad and assisting in the formation of railroad companies desiring to use it, and will aid in placing the securities of such companies.

It will construct and equip such roads and guarantee its construction, with use of the patent, on a percentage of cost.

It is suggested to parties desiring such railroad facilities to organize into committees and divide the proposed line or lines into districts, each committee or party working up their district to connect one with the other under a general plan of action, and find out by these means what subscriptions and roadways can be secured and on what basis.

This will give data as to what local aid can be depended upon, and these facts being submitted to us, with whatever advantages such roads will have to place them on a paying business, and a detailed description of the topography of the country, we will then be enabled to ascertain what assistance we can give to develop the enterprise.

As a basis of calculation a double service road strongly built of wood and angle iron with well ballasted road bed, ties 21" from centres, 70 lbs. to the yard T steel rail, on surface grading, road bed required 9 feet, will cost about \$17,000 per mile.

"The Cycloid Railroad Construction and Equipment Company" is now ready to build and equip roads with its system on the most liberal terms. All information or details will be furnished by the General Agents,

THOMPSON & INNESS,

Havemeyer Building,

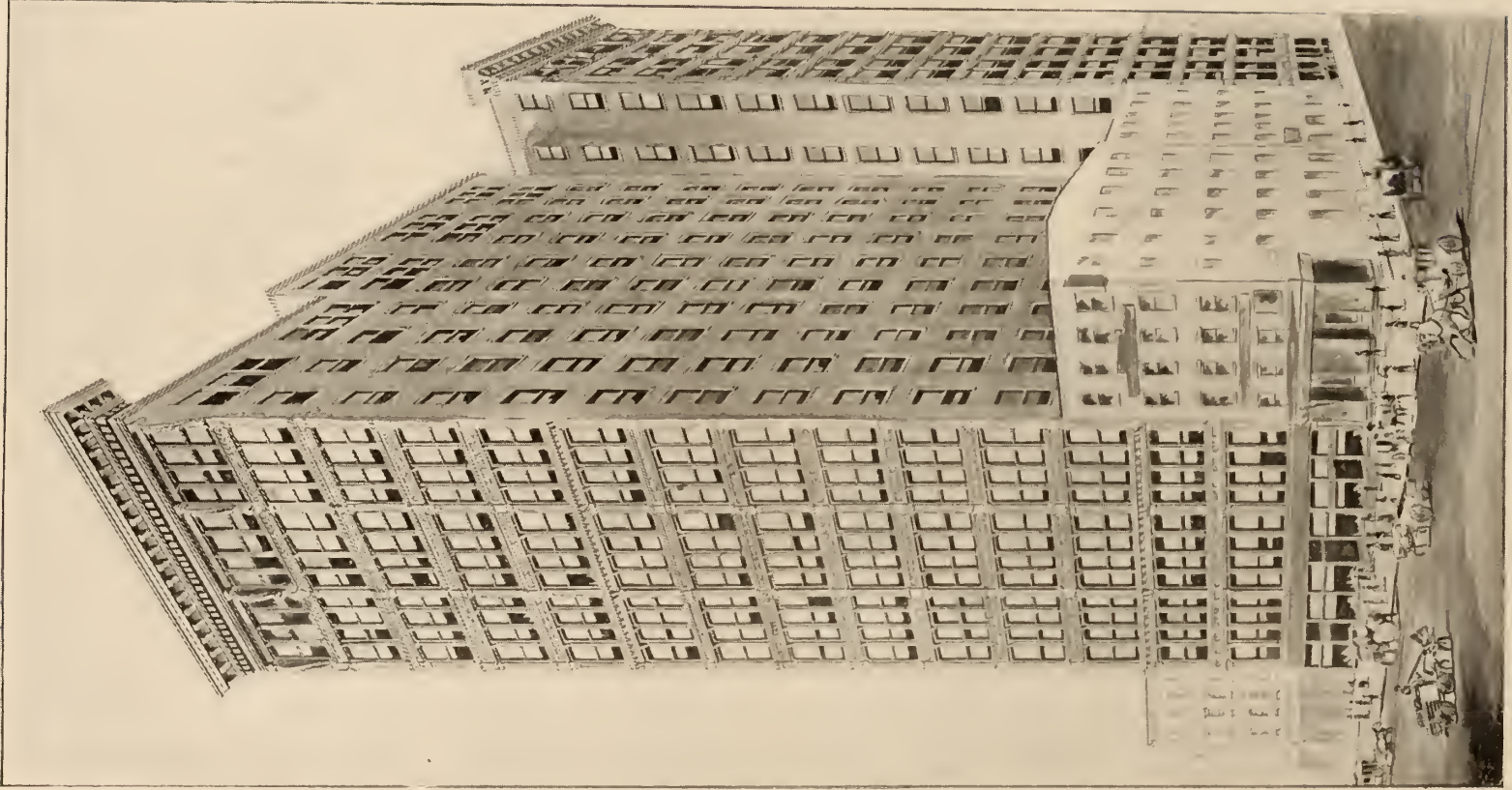
No. 26 Cortlandt Street, New York.

JOSEPH R. STEIN & CO., Real Estate, Room 208, Bennett Building, No. 99 Nassau Street.—This business has been in active and successful operation since May 1, 1894, and is recognized as thoroughly reliable, every branch of the real estate business, buying, selling and renting of property, loaning and conveyancing being given prompt attention. Money is invested in property, and all legitimate matters receive prompt and careful attention. The books of the firm show an extended list of desirable sites for manufacturing, business and residence purposes, and every favorable inducement is offered purchasers. The firm handle improved real estate only in New York and Brooklyn, a specialty being made of large transactions. Mr. Stein, the active member of the firm, has risen to his present position by strict devotion to the interests of his patrons. He is also a member of the firm of Clock & Stein, who have purchased and are improving South Bay Beach, Amityville, Long Island. This property, although on the market but a short time, is reaching an unprecedented sale; its many charming features making it an ideal spot for health and pleasure. The Beach is directly on Great South Bay, and has a frontage on that sheet of over 10,000 feet, while a large dock at the foot of a broad graded Boulevard, which reaches from the railroad tracks to the water front, is free to all lot purchasers. Upwards of \$75,000 was expended on this property in the three years previous to any lot being offered for sale. South Bay Beach is within a stone's throw of Amityville station, on the double tracked Southern Division of the Long Island Railroad, thirty miles from New York and twenty-five from Brooklyn, with twenty trains daily affording ample accommodation for commuters at a cost of only twenty-four cents per day. The village has a population of over 3,000, ample schools, churches, a post office, hotel, newspaper, state bank, etc., and, in fact, the Beach affords a magnificent all-year-round place of residence. The location is, above all, one of the most healthy in the State; no marsh, no fevers, and malaria is unknown. Lots 25 x 100 feet are selling here at \$150.00 and upwards each, title guaranteed, and their value is certain to appreciate. The price of lots is so low and the terms, 10 per cent. cash and balance without interest on easy weekly or monthly instalments, so equitable that this property is certain to be eagerly sought for as a handsomely paying investment. As an evidence of their faith in the property the owners have erected handsome residences there and purpose making it their permanent home, while as to their high standing and honorable business methods the principals refer to their twenty-seven years' business career and the integrity and square dealings which have ever characterized their transactions. Free tickets are furnished prospective purchasers on application to the owners. The firm of Clock & Stein are the sole owners of the Manhattan Metal Works, at present in full operation at South Bay Beach, and they give employment to everybody residing there,—this was done to give the working men a chance to earn decent livings, and build homes for their families.

W. F. WASHBURN, Real Estate, No. 145 Broadway, Corner of Liberty Street.—Prominent among the real estate men of the city is Mr. W. F. Washburn, whose office is noted as a central point for news as to the state of the market, and for securing particulars of eligible properties offered for sale or to lease. Mr. Washburn is an old resident of the metropolis and has been actively identified with the real estate market for many years, having been engaged in this line since a young man. He has been established at his present office since May, 1894, and has developed a patronage of steadily growing magnitude and importance, his connections being of a strictly first-class character. He transacts a general real estate business, and is noted for his intimate and accurate knowledge of present and prospective values, and of the advantages and disabilities of the surroundings to properties disposed of through his agency. He makes a leading specialty of Yonkers property. This city has a population of upwards of 35,000 and stands the second in healthfulness in the United States. It is but thirty minutes' ride from the 42nd Street station by the Central-Hudson Railroad, and eighteen by the N. Y. Northern, and is also accessible by electric cars. It is well supplied with churches and schools, and there are fine drives in all parts of the city. Mr. Washburn resides there, and makes choice offers of improved and unimproved realty in Westchester County, along the line of the Harlem and Central-Hudson Railroads. In all transactions patrons have their interests carefully guarded and looked after.

JOHAN DAVIS, Real Estate Broker and Appraiser, Nos. 165 and 167 Broadway.—The gentleman whose name heads this sketch is among the oldest brokers of this vicinity, having established his office in 1870. His experience covers one of the most important periods in the real estate history of this city, as during these twenty-five years, the population has more than doubled and the territorial improvements and consequential increase in values have been several times multiplied. Mr. Davis is a general broker, buying, selling, exchanging and renting tenanted and unimproved property, caring for estates, loaning money on bond and mortgage, and collecting rents. He is a capable appraiser by very reason of his long experience in his line, and his advice is sought by investors, he being the authorized appraiser for several estates and corporations. His books are filled with descriptions of some of the most desirable estates in this vicinity, and the fact that he is a member of the Real Estate Exchange (Limited) enables him to keep in touch with prices and bargains. Born in London he came to the United States in 1844, and is a resident of Brooklyn. Mr. Davis provides every opportunity for his customers to gain a knowledge of the best localities in which to invest. He has made the real estate business a study and his policy is one that commands the endorsement of his clients. Owing to his increased business during the last year he has associated his two sons, John L. and Ralph W. Davis, with him.

※ NEW YORK-1894, ※



THE DOWNING BUILDING.



Yours Truly
D. B. Kelly

Edwin V. Brendon.

156804

Yours faithfully
Edwin C. Wood

AERICAN SICK BENEFIT AND ACCIDENT ASSOCIATION. Principal Office, Downing Building, Nos. 106 and 108 Fulton Street.—The best record made by any sick benefit and accident organization is that achieved by the American Sick Benefit and Accident Association. This association was organized June 21, 1886, under the assessment laws of the State of New York, and reorganized in Troy, N. Y., in 1889, removing to this city in April, 1894. With this removal new management has been introduced and the Board of Directors is composed of men well and favorably known in the business and professional circles where they

reside. The objects of this association are to furnish protection where you are not required to die in order to win; to furnish protection that will be of benefit to you and your family while on this earth; to place you in such position that when sickness or accident overtakes you, you can meet it without fear; and to furnish money sufficient to pay the expenses incident to sickness and accident. The system of this association meets all the requirements of popularity, cheapness and safety, and is really an exemplification of the principles of co-operation in its highest and best form, as it offers advantages that cannot be found in any other company

or association, viz: paying sick benefits, accident benefits and weekly benefits. Women are insured in the same rating and at the same cost. No medical examination or annual dues are required. Should you be sick, there is a possible \$1,300 for you in weekly benefits, per annum, at \$50.00 weekly. Should you meet with an accident there is a possible \$1500.00 for you in weekly benefits. The association does business in the states of New York, Pennsylvania and West Virginia, and now has upwards of 2100 members. The officers and directors are as follows, viz: E. V. Brendon, M. D., president and medical director, physician, No. 1½ Charlton Street, New York City; James K. Duffy, 1st vice-president, attorney, No. 132 Nassau Street, New York City; W. H. Ritenour, 2d vice-president, merchant, Harrisonburg, Va.; D. B. Gally, secretary and general manager, printing presses, New York City; E. C. Wood, treasurer, of Buckley & Wood, No. 220 William Street, New York City; Morris Putnam Stevens, counsel, attorney, No. 206 Broadway, New York City; N. G. Douglass, auditor, broker, New York City; Joseph E. Snell, director, broker, New York City; Joseph M. Pileher, director. Dr. Edwin V. Brendon, the president and medical director, is a native of London, England, and studied medicine there. He was for ten years in the government medical service in the West Indies, having been in charge there of several large institutions where he acquired the knowledge of detail and executive office work that enables him to conduct the affairs of the association carefully and successfully. In 1884 he came to New York, where he has since resided. He has practiced medicine, both privately and in the hospitals, having served in both Bellevue and Gouverneur's Hospitals, and has taken an active interest in fraternal insurance societies and benefit orders. He is an active member and examiner for A. L. of H., and past president and examiner of the Order of the World; also past president and physician of the Order of the Sons of St. George; past protector and physician K. & L. of H., and associated as physician and member of the R. A., O. M. P., A. O. U. W., K. P., I. O. O. F., M. U., and Howard lodge, F. & A. M. He has made a careful study of life insurance and is posted in every detail thereof. To the executive ability and energy of Dr. Brendon is largely due the success of this company, which fact is recognized by his co-directors. Mr. Edwin C. Wood, the treasurer of the company, was born in this city, of old Knickerbocker stock, his ancestors having lived in this city for many generations. Mr. Wood was educated in this city and at an early age went into the publishing business. In 1884 he formed the partnership of Buckley & Wood, which is one of the largest and most successful mailing agency and bookbinding establishments in the United States, at No. 220 North William Street, and has been active in fraternal insurance since 1880. He is also active in Masonic societies, a member of the Red Men, K. of H., American Legion of Honor, National Provident Union and Home Circle; supreme representative of the Grand Lodge of K. of H., of N. Y. in the Supreme Lodge, and is past master of his lodge of Masons and a

K. T. Mr. Wood is a veteran of the civil war, having served in the navy. He is a member of the Knickerbocker's Yacht Club, the Greenpoint Rod and Gun Club and other social organizations. Mr. Wood was a prominent factor in securing the removal of this company's headquarters to New York city, and his abilities have been identified with the success of the company in aiding to elevate it to its present high standing. Mr. D. B. Gally, the secretary and general manager of the company, is well fitted for the position, both by business education and experience. He is a man of splendid attainments and is a native of Western New York. He served an apprenticeship in the printing trade and worked himself up to the position of publisher and editor. He then went south in the manufacturing business. He came to New York in 1884 and went into business with his brother, when the M. Gally Universal Press Company was organized. He was chosen secretary of the company, but resigned that office when elected secretary of this association. Mr. Gally is thoroughly familiar with the co-operative insurance methods as practiced in the great fraternities. His long personal experience in the management of large beneficiary enterprises make him the right kind of a man for the position he now occupies. He has always taken an active interest in fraternity work and was interested in working up the K. of H., and A. L. of H. He served several terms as a representative from the State of Tennessee, of which state he was grand dictator of the K. of H., and grand protector of the A. L. of H. for two successive terms each. All the officers of the company are prominent in social and business life and are pleasant and affable men to do business with, and esteemed for their energy, enterprise and honor.

S. B. ROGERS, Real Estate, Havemeyer Building, No. 26 Cortlandt Street.—The high reputation which investments in real estate have attained, reflect great credit upon our leading real estate brokers, who are manifesting a public-spirited interest in the welfare and prosperity of the community. Prominent among the number referred to is Mr. S. B. Rogers, who established business as a broker in 1880, and has gained an excellent reputation for energy, enterprise and honorable business methods. He buys, sells and exchanges down town property below Canal Street and has long been recognized as possessing an accurate and intimate knowledge of present and prospective values of business property. He keeps a private index to the register's office, showing every conveyance, mortgage, lease, new building plans, etc., and can tell you the owner of any building inside of two minutes, thus enabling him to carry to a successful issue many of the heaviest real estate transactions on record, and gaining a large and influential patronage from capitalists and investors. The business entrusted to his care receives his prompt and personal attention, and every trust is discharged with utmost faithfulness and fidelity. Mr. Rogers is a native of New York city, still resides here and is highly regarded in business circles.

WILLIAM GOODNOW, Real Estate, No. 39 Nassau Street.—The business so successfully conducted by Mr. William Goodnow, the well-known real estate agent and broker, was established in 1880, and has always commanded a first-class patronage.

This gentleman has, by indefatigable energy and having careful consideration for the best interests of patrons, maintained a position among the leading real estate dealers of the city. He handles both city and suburban property, transacts a general real estate business, buying and selling properties, negotiating loans, investigating titles, and giving his attention to all such matters as come within the legitimate sphere of his usefulness. His books bear at all times descriptions of a great number of desirable houses and lots for sale, exchange and lease, including many choice



WILLIAM GOODNOW.

business sites, and he possesses special advantages for rendering valuable service to investors. Estates are managed, rents collected, investments are made and counsel is given upon all matters pertaining to real estate business. Mr. Goodnow is recognized as reliable authority upon present and prospective values, while the high reputation he has always borne in commercial circles gives peculiar significance to his claims, and stamps him as a responsible dealer. Mr. Goodnow is a native of Massachusetts. He went to Milwaukee, Wis., when a young man, where he was quite an extensive contractor, and his thoroughness was so well known in all that he undertook that he was largely consulted about the erection of many prominent

buildings in that city. He was the successful and very satisfactory contractor for the rotunda of the state capital at Madison, in which was used over seven thousand tons of iron. Among the building commissioners were General Fairchild, then governor, and the late General Rusk, then bank comptroller. He remained there until 1870, and then after spending some ten years in the South, where he designed and superintended the erection of one of the largest and most beautiful blocks of buildings in Atlanta, he came to New York, as has been stated, in 1880. We are happy to recommend him to our readers as a gentleman who will be found obliging and honorable in all business transactions.

UNITED STATES LLOYDS, Higgins, Cox & Barrett, Attorneys, Nos. 16-18 Exchange Place.—The "Lloyds" system of insurance has for many years been a popular one in all parts of the world, and is now in vogue in all countries of Europe and America. It is the mutual insurance system in its original and most perfect form, embracing all the better features of the ordinary policy, together with a solidarity of interests between its members that insures stability, reliability and confidence. The origin of the plan, as is known by everyone possessed of any acquaintance with such matters, is English, and it is the outcome of the application on a broader basis of the principle of every man becoming his own insurer. As first applied, it was confined exclusively to marine insurance, but so satisfactory did the results prove to be that, later, it was applied also to insurance against fire. The oldest and leading concern of this kind in the marine business now in active operation in New York is the United States "Lloyds," which was organized in 1868, with a membership of one hundred. It is one of the most important and best known of New York's financial institutions. The management of its affairs is vested in the firm of Higgins, Cox & Barrett, as its attorneys with offices as above.

EDWARD C. GRIFFITH, Real Estate, Loans, Etc., Lincoln Building, Nos. 1-3 Union Square.—This gentleman has been engaged in this line since 1890, and his efforts have been attended with a substantial measure of success. He has acquired a fine patronage, and his business gives evidence of steady growth. He has a well-ordered office, and employs several clerks. Mr. Griffith was born in New York State, and has resided in this city for the past six years. He is a young man of energy and ability, as well as integrity of character, and has quite a varied experience, having traveled extensively. He is secretary of the United States Real Estate Association, and is held in high esteem by the large circle with which he has business relations. Mr. Griffith is a general real estate broker, buying, selling and exchanging city and suburban property on commission, and is prepared to negotiate loans and mortgages. Estates are taken in charge by him and judiciously managed, and renting and collecting are promptly attended to. He also deals in stocks, bonds, etc., and is prepared to execute orders on the market for clients.

N F. GRIFFITH, Real Estate, Room 513, Lincoln Building, Corner Broadway and 14th Street: Branch, No. 229 Broadway.—The progress of New York finds its most manifest expression in the pulse of its real estate market, as it is this pulse that marks the rising or the lowering of the financial and business tide, and to this end, one of the reliable brokers in real estate is Mr. N. F. Griffith. He established his business in the realty line in 1878, and in February, 1894, added to it the department of hotel brokerage. He is a general agent for the purchase, sale, exchange and renting of real estate, the entire charge of property held in trust, or for the accommodation of owners desirous of transacting their business through a capable agent. He negotiates loans on bond and mortgage and does a collection business. In his capacity of hotel broker he buys, sells and leases property in this line in the United States west of the Mississippi River, and has built up a considerable clientele in this line. Mr. Griffith's facilities for bringing together capitalists and property owners of all descriptions are unlimited and his books contain the lists of some of the most valuable farm, forest and mineral lands, acres, lots, hotels, dwellings, mills and factories in the country. Born in Rensselaer County, New York, he has resided in this city since 1876, and consequently possesses a decided knowledge of localities, and his counsel is sought by those desirous of receiving advice as to investments, etc. He handles a great deal of property in Nepera Park, Yonkers and Elmsford, for which he is the accredited agent, and is one of the acknowledged authorities in suburban property circles. In all of his transactions he has manifested an unwavering loyalty to the honorable side of business life and through his instrumentality much of the development in certain real estate circles is due. Mr. Griffith is the president of the United States Real Estate Association, elected in 1894. The principles of this association are something new in real estate circles, being, in fact, an enlargement of the field of both buyers and sellers, so that the attention of capitalists outside of New York is called to property for sale here, and vice versa.



NATHANIEL F. GRIFFITH.

[From "The Financial Record and Investors' Manual"]

SHIPPING AND MARITIME INTERESTS.

BRADFORD RHODES & CO., Publishers of Financial Works, No. 78 William Street.—As a ship without a rudder, as a boat without a sail, so, deprived of the means of inter-communication with others, is commerce and finance. Modern inventive genius has accelerated the speed of communication, and the press and electricity both work together for the common good. The ablest and best known bankers' publications in this country are those of Messrs. Bradford Rhodes & Co. The publications in question include RHODES' JOURNAL OF BANKING, a practical bankers' magazine; THE BANKERS' DIRECTORY, indexed by states; and THE BANKERS' REFERENCE BOOK, which gives the ratings of banks, private bankers, collecting agents, brokers, etc., for confidential use. These are practically the text-books of the banking world, having a larger circulation than any other such publications in the country, and find their way regularly into the hands of all the principal bankers of the United States and Canada. Their quotations are regarded as standard, accurate and thoroughly reliable by the banking world, and they occupy the same position with progressive financiers that the almanac and agricultural papers hold with the farming community. The BANKERS' REFERENCE BOOK is worth more to the banker in one hour than its yearly cost. Rhodes' JOURNAL OF BANKING is filled with articles that are always timely, sensible, valuable and to the point, and that they are appreciated by the monetary world is clearly shown by the steady increase in its circulation. The readers of these various publications find a solid basis for the success and popularity that has accompanied them. Mr. Bradford Rhodes, the founder and moving spirit of this enterprise, is a native of Pennsylvania, who came to New York in 1872, and now resides at Mamaroneck, Westchester County. He launched his publications in 1874, and his success was instant, decisive and pronounced. He is president of the Mamaroneck Bank; and also of the Union Savings Bank of Westchester County; a member of the Larchmont Yacht Club, and of various political and social organizations. He was a member of the State Legislature for three successive terms, in 1888-89 and '90, serving as chairman of the Committee on Banks and Banking. In the Legislature he made an exceptionally good record as an honest, energetic and faithful member. He was recognized as a leader in all matters relating to finance and banking. In 1891 he received the unanimous nomination for Congress in the XVI. Congressional District but declined the nomination owing to his inability on account of business to give the office proper attention.

NOTWITHSTANDING the decline of American ship-building, and although the glory of our merchant marine has long since departed, the shipping interests of New York have been growing enormously during the past five or six decades. Of course, the great bulk of the ocean carrying is by steam navigation, and in foreign bottoms, at that. The Yankee "clipper," which for years dominated the seas, is now so rarely seen in this harbor as to be something of a curiosity. Nor do we see the stars and stripes flying from the masts of very many deep-water vessels nowadays, though there are not wanting signs of the revival of American shipping. Within twenty years there has practically been no increase in our merchant marine. Between 1874 and 1884 it declined about 560,000 tons, but it has been built up again during the last ten years until it now reaches 25,000 tons more than in 1874. An examination of its distribution shows that there are 500,000 tons of American shipping now less engaged in foreign trade than twenty years ago, but there are 560,000 tons more engaged in coastwise trade. During the year 1893 there were 3,874 vessels of 6,066,695 tons register engaged in our foreign shipping, which were entered at this port. There were also 3,715 vessels of 5,751,826 tons that cleared from New York the same year. This was an average of nearly twenty-one vessels entering and leaving this port every day of the year, Sundays included. Two-thirds of the number entering and clearing were steamers, but five-sixths of the total tonnage was included in these steamships. Of the whole number of vessels engaged in the foreign trade of the United States, 5,027 entered at the port of New York, while 26,728 entered at all other American ports. Those entering at New York aggregated over 7,000,000 tons register, while those entering at all other ports aggregated only 12,567,000 tons registry. The number of ships that cleared from New York in 1893 was 4,625 of 6,639,000 tons register. The number of clearances from all other ports was 27,010 vessels of 13,121,000 tons register. Of the total 5,027 entrances at this port in 1893, 856 were American ships with a tonnage of 383,156, and 1,265 were foreign ships, with a tonnage of 800,000. In the same year there were 297 American steamers, 565,179 tons, and 2,609 foreign steamers, 5,266,665 tons, entered at New York. The clearances during the year 1893 were 4,625 in all, of which 602 were American ships, 302,565 tons; 1,228 foreign ships, 732,506 tons; 308 American steamers, 585,042 tons; foreign steamers 2,487, 5,019,320 tons.

The following is a summary of arrivals from foreign ports for the year 1894:

Nationality.	Steamers	Ships	Barks	Brigs	Schooners	Totals
American	330	67	155	76	497	1,125
British	1,604	20	141	57	501	2,383
German	444	23	22	—	—	489
Norwegian	160	5	36	—	—	201
Dutch	144	4	1	3	—	152
French	92	—	4	—	—	96
Italian	13	4	73	2	—	92
Belgian	27	—	—	2	—	27
Spanish	57	—	—	2	—	59
Danish	32	—	1	1	—	34
Portuguese	21	—	3	—	—	24
Swedish	5	1	2	—	—	8
Russian	4	—	—	—	—	4
Austrian	1	—	5	—	—	6
Haitian	—	—	1	3	—	4
Hawaiian	—	1	—	—	—	1
Brazilian	—	—	2	—	—	2
Totals	2,984	185	450	144	998	4,761

Annexed is a recapitulation of coastwise arrivals for same year:

EASTERN PORTS.

Month.	Steamers	Ships	Barks	Brigs	Schooners	Totals
January	37	1	1	—	265	304
February	32	—	—	1	200	233
March	33	—	—	1	514	548
April	24	1	1	—	707	733
May	24	—	—	1	826	851
June	25	—	1	2	745	773
July	26	—	2	—	711	739
August	22	1	—	2	775	800
September	35	1	1	1	742	780
October	32	1	1	—	694	728
November	22	—	1	1	756	780
December	26	—	1	3	562	592
Totals	352	5	12	12	7,479	7,878

SOUTHERN PORTS.

January	129	1	1	1	108	240
February	111	1	5	—	88	205
March	120	1	1	—	183	305
April	112	—	2	—	156	270
May	118	1	2	1	208	330
June	107	1	3	2	197	310
July	110	—	5	2	242	359
August	101	2	4	—	156	263
September	93	1	2	4	203	303
October	136	—	2	1	175	314
November	120	1	5	1	168	295
December	141	1	5	3	197	347
Totals	1,308	10	39	15	2,081	3,543

THE IMMENSE VOLUME OF FOREIGN COMMERCE.

NEW YORK'S pre-eminent position in the maritime commerce of the Western Hemisphere is due to many causes, chiefly to its advantageous geographical situation, its spacious and magnificent harbor, with miles and miles of water-front, lined with commodious docks, mammoth warehouses, etc., and its splendid facilities for the storing, shipping and trans-shipping of freight and merchandise, to say nothing of the energy and enterprise of its merchants and business men. Some idea of the extent of the maritime commerce of this city may be had from the fact that more than one-half of the foreign trade of the United States, both imports and exports, with every section of the globe, is transacted through this port. In twenty years the foreign trade of New York has grown from \$666,000,000 in 1874 to more than a billion dollars in 1893. In the same year, 1893, the total import and export trade of the United States amounted to \$1,867,426,747, of which \$1,013,399,897 passed through this port.

In this connection it will be interesting to study how the foreign trade of New York is divided: what proportion consists of imports of foreign goods and also what proportion consists of exports of goods of American produce or manufactures. During the past twenty years the value of the foreign goods imported at New York has increased from \$387,000,000 in 1874 to \$528,000,000 in 1893. This was a gain of \$141,000,000. In connection with the imports of foreign goods is the very interesting fact, that the value of dutiable goods imported was more than \$42,000,000 less in 1893 than it was in 1874, while the value of the goods admitted into this country free of duty had increased in the same period by about \$183,000,000.

Turning next to the exports from the port of New York, we find that there has been an increase of almost \$75,000,000 in their value since 1874. The aggregate of the exports of domestic produce and manufactured goods from New York in 1893 exceeded \$348,000,000 out of the total exports from the whole country, amounting to \$452,500,000, thus showing that the shipments of American goods from this port alone to foreign countries constitute three-fourths of the entire export trade of the United States.

As a distributing centre New York is unequalled, but the proportion of foreign goods imported is rather larger than the proportion of domestic goods exported, when compared with the total figures of the whole country. The imports at this port for 1893 amounted to \$560,864,234, and the exports to \$452,535,663, making a total of \$1,013,399,897.

CUSTOM HOUSE BUSINESS.

FEW persons outside of those immediately concerned have any idea of the magnitude of the business transacted at the New York Custom House every hour of the commercial day. The exports and imports of America find their foremost clearing houses in this peer-

less harbor. The annual exports and imports of the United States a hundred years ago amounted to some \$50,000,000. To-day, including specie, they reach \$2,000,000,000, of which nearly half represents imports, while \$300,000,000 represents exports of cotton, nearly \$500,000,000 exports of grain, breadstuffs and provisions, and \$80,000,000 exports of specie.

Nearly two-fifths of the exports of the country go through New York, while two-thirds of the imports enter through this port—that is, \$600,000,000 of imports arrive here and are distributed every year. New York exports per annum amount to \$500,000,000 out of a total exportation of \$1,350,000,000 from all American ports, its closest competitor being New Orleans, with \$100,000,000. Baltimore exports but \$75,000,000, Boston \$70,000,000, and Philadelphia \$37,000,000. The custom duties have increased materially in twenty years. In 1874, the total receipts from customs at all ports of entry in the United States were \$161,875,384, of which \$110,481,879 were collected in New York. The greatest amount of customs revenue was collected in 1890, when the government received over \$229,000,000 of revenue from that source, New York's contribution being nearly \$154,000,000. In 1893, the total amount of customs duties collected in the United States reached \$202,815,784, of which New York's share was \$137,261,588, showing that this port contributes to the Government revenues fully two-thirds of the entire receipts collected through the custom house department.

COTTON AND COTTON FABRICS.

IN addition to supplying our own manufacturers, we furnish the raw material for manufacturers of cotton goods in other parts of the world. Although cotton is no longer "king," the production and consumption are enormous. During the past ten years there has been somewhat of a decrease in the shipments to foreign countries. The following figures show the exports of cotton from this city from 1874 to 1893, and from the whole United States in 1893:

Year.	Pounds.	Value.
1874	237,855,558	\$ 41,499,597
1880	308,815,321	26,213,941
1885	380,324,303	40,944,779
1890	400,713,507	41,265,983
1891	385,504,909	39,794,201
1892	387,562,496	34,773,389
1893	356,394,030	30,777,598
1893 U. S.	2,212,115,126	188,771,445

The importation of cotton fabrics has increased in recent years, and the value of imports of manufactured goods in 1893 exceeded the value of the exports of the raw material from this port that year as is shown by the table appended.

IMPORTS OF COTTON MANUFACTURES.

Year.	New York.	Total U. S.
1874	\$23,700,180	\$28,193,869
1880	26,502,501	29,929,366
1885	21,307,444	27,197,241
1890	22,058,165	29,918,055
1891	22,957,049	29,712,624
1892	21,337,770	28,323,841
1893	25,070,874	33,560,293

OUR GREAT COFFEE TRADE.

IT has been roughly estimated that the United States uses 375,000 bags of coffee every month, while the whole of Europe consumes only about 540,000 bags. We take fully two-thirds of the entire coffee product of Rio Janeiro which sent us 2,000,000 bags in 1893.

The receipts of coffee at New York were less than 173,000,000 pounds in 1874, but they were almost 470,000,000 pounds in 1893, out of a total supply received at all ports in the United States, amounting to 563,000,000 pounds during the same year. It is thus evident that New York controls the coffee market of this country, we receiving more than four-fifths of the total supply, as can be seen from the following exhibit:

IMPORTS OF COFFEE.

Year.	Pounds.	Value.
1874	172,595,005	\$ 33,485,559
1880	316,041,921	43,512,094
1885	414,441,865	34,147,236
1890	412,129,057	64,477,239
1891	426,154,897	78,892,715
1892	562,815,305	112,662,499
1893	469,702,207	66,537,057
1893 U. S.	563,460,068	80,485,558

EXPORTS OF PETROLEUM.

IN 1893, the shipments of refined oil to foreign countries were 803,680,000 gallons, the largest quantity ever known; of this enormous quantity not less than 470,000,000 gallons of petroleum were shipped from New York, the next largest shipping port being Philadelphia, which exported 293,000,000 gallons. The shipments from New York for twenty years are as follows:

Year.	Gallons.	Value.
1874	151,057,890	\$25,793,498
1880	310,284,604	26,960,482
1885	396,058,761	35,603,845
1890	463,822,727	37,449,973
1891	478,555,585	37,289,460
1892	446,387,445	30,493,960
1893	469,424,794	27,241,581
1893 U. S.	803,680,186	42,100,397

THE TRADE IN FLAX GOODS.

THERE has been but little variation in the importations of flax goods at New York of late years. Since 1874, however, the increase has been considerable. In 1890, the imports of flax goods at this port amounted to over \$20,000,000. In 1893, they were slightly under that figure, while the total imports of flax goods for the whole country for the same year were a little more than \$28,000,000. The following table gives the imports of flax goods at the port of New York and at all ports of the United States from 1874 to 1893:

Year.	New York.	Total U. S.
1874	\$14,376,173	\$17,472,755
1880	18,776,330	22,481,407
1885	15,054,959	20,492,376
1890	20,218,530	28,421,379
1891	17,564,801	24,024,094
1892	18,043,684	26,293,217
1893	19,703,337	28,130,694

LIVE STOCK AND BEEF EXPORTS.

TWENTY years ago our exports of beef cattle were merely nominal, amounting to only 1267 head in 1874. In 1892, we shipped abroad 153,605 head of cattle, worth \$14,227,753, though this trade fell off considerably in 1893. The total export of cattle from all ports of the United States in the same year were 287,000 head, worth \$26,000,000. Our foreign trade in beef products also has grown very materially during the last decade or two. The largest quantity ever shipped from New York was in 1891, being 220,000,000 pounds, worth \$16,000,000.

EXPORTS OF BEEF CATTLE.

Year.	Number.	Value.
1874	1,267	\$ 226,894
1880	65,151	6,047,914
1885	48,182	4,846,375
1890	150,624	12,404,294
1891	148,393	12,042,552
1892	153,605	14,227,753
1893	109,835	10,487,053
1893 U. S.	287,094	26,032,428

EXPORTS OF BEEF.

Year.	Pounds.	Value.
1874	22,443,121	\$ 1,782,963
1880	93,867,403	7,572,081
1885	110,392,607	10,357,028
1890	186,649,385	13,195,366
1891	219,271,332	15,905,200
1892	173,438,484	13,554,775
1893	200,988,270	15,218,676
1893, U. S.	343,808,180	28,162,186

EXPORTS OF PORK AND PORK PRODUCTS.

THAT the American hog is popular abroad is amply attested by the great demand for our pork in foreign countries. We exported in 1893, 52,500,000 pounds of pork, of which nearly 37,000,000 pounds were shipped from New York. The growth of our trade in lard has been phenomenal. In twenty years it has grown from 160,000,000 pounds to more than 365,000,000 pounds. Another important item of our export trade in pork products is the large shipments of bacon and hams, of which we supplied 474,000,000 pounds, worth \$45,700,000 to foreign markets in 1893, 27,000,000 pounds being shipped from this port.

EXPORTS OF PORK.

Year.	Pounds.	Value.
1874	42,482,749	\$3,583,640
1880	52,442,156	3,151,477
1885	38,472,161	2,716,909
1890	43,394,737	2,719,253
1891	46,247,066	2,828,702
1892	48,486,433	2,920,893
1893	36,764,495	2,961,042
1893, U. S.	52,459,722	4,116,946

EXPORTS OF LARD.

Year.	Pounds.	Value.
1874	160,870,982	\$14,946,337
1880	265,786,447	19,891,134
1885	205,429,074	16,127,332
1890	312,387,050	21,636,208
1891	319,464,140	21,498,802
1892	299,585,152	20,907,447
1893	230,196,034	21,554,803
1893, U. S.	365,693,501	34,643,993

EXPORTS OF BACON AND HAM.

Year.	Pounds.	Value.
1874	238,602,635	\$23,202,938
1880	513,404,956	34,766,617
1885	249,051,773	23,112,629
1890	306,038,598	24,895,150
1891	274,644,543	21,944,902
1892	285,464,529	22,864,309
1893	206,960,188	19,620,632
1893, U. S.	473,936,329	45,714,566

MIDDLETON & CO., Shipping and Commission Merchants, Nos. 60 and 62 New Street.—New York is ably maintaining her supremacy in every branch of the import and export trade. Representative among her leading shipping and commission merchants is the firm of Messrs. Middleton & Co., which is an old and honored house, having been founded on the first of January, 1834, by Thomas D. Middleton, who still survives at an advanced age. On the first of May, 1835, he admitted his brother, John N. B. Middleton, when the firm-name became Middleton & Co. On the first of January, 1872, the honored founder of the house retired, and Messrs. Clifford L. and Austin D. Middleton, sons of the surviving partner, were admitted to the firm, followed by the admission, on the first of January, 1876, of Mr. Donald S. L. Lee. Mr. Austin D. Middleton retired on the first of January, 1887, and on the 4th of May, 1890, occurred the death of Mr. John N. B. Middleton, after a lengthy and honorable business career and a connection with this house covering a period of fifty-five years. This firm give their special attention to the shipping and vessel trade, act as agents for owners of vessels, operating principally in the Bermudas, West Indies, British and Dutch Guiana. They likewise buy, sell, import and export merchandise of all kinds, on commission. Mr. Middleton resides on Clinton Avenue, Brooklyn, is a member of the Produce Exchange, a director of the American Union Life Insurance Company, of New York, member of the Brooklyn Riding and Driving Club, Hamilton, Marine and Field Clubs, and has been an officer of the National Guard of the state for many years. Mr. Lee is also a resident of Brooklyn, a member of the Produce and Maritime Exchanges, and of the Brooklyn Riding and Driving Club.

PARRAGA BROTHERS, Commission Merchants, No. 58 William Street.—The firm of Messrs. Parraga Brothers, the well-known commission merchants, at the above address, will remove about May 1st to the new "Wallace" Building, Nos. 56 and 58 Pine Street. They have the reputation of doing a large business in the exportation of American products to all parts of Central and South America. They possess exceptional qualifications fitting them in a preëminent degree to exactly meet the requirements of a widespread and critical trade abroad, and have been established in the business here since 1889. They have a foundation understanding of the wants and requirements of the people of South and Central America, Mexico and Cuba, and have already proved themselves eminently popular and successful in meeting all demands. They are in a position to handle American manufactures and products in the most advantageous manner, making sales to the mutual advantage of both buyer and seller. The demands of the South American people are fully and satisfactorily met, and the firm, by their laudable ambition to excel, have become widely recognized. By maintaining a high

standard in their exports, Messrs. Parraga Brothers are contributing very materially to retain to New York the supremacy in the American export trade, while the large volume of their business affords the best possible proof of the reliability of their methods and policy. Messrs. R. E. and C. F. Parraga have resided in this city since childhood, and have been in this class of business all their lives. Their father was a member of the firm of D. DeCastro & Co., in the same line, and Mr. R. E. Parraga entered their employ as a junior clerk and worked his way up until he became attorney for the firm.

W. G. F. SLOVER, Ship Stores, Chandlery and Engineers' Supplies, No. 47 South Street.—When a house engaged in this line of trade has been conducted with uniform success for a period of years almost equal to three-fourths of a century, and still holds a foremost position in the ranks of the trade, it is plainly evident that its affairs have been conducted upon the strictest principles of fair, square dealing and the handling of none but first-class goods. Such are the conditions upon which the old and well-known house of Mr. W. G. F. Slover rests, dealer in ship stores, chandlery and engineers' supplies. This old and veteran landmark to the shipping trade of this city was founded originally in 1824, by Messrs. August Whitlock & Co., and was conducted by them with unvarying success until 1866, when it passed into the hands of Messrs. William S. Whitlock & Co., who were succeeded ten years later by Messrs. Whitlock, Slover & Co., and in 1884 they by Slover & Tyler. In January, 1894, the business passed into the hands of the present proprietor, Mr. W. G. F. Slover, a native of this city and a resident of Westchester county. He is thoroughly experienced in all branches of the trade, and under his enterprising management and direction the trade is annually increasing in volume and importance. The premises occupied are very spacious and commodious, admirably equipped and fitted up with special reference to the business; comprising a four-story building, 20 x 100 feet in measurement, and employment is furnished a full force of competent assistants. A full and complete stock is kept constantly on hand, consisting of ropes, cables and cordage of all sizes and lengths, duck and canvas, chains, hardware, galley supplies, canned goods and preserved fruits, provisions, fish, etc., also engineers' tools and supplies, such as lubricating oils, grease, cotton waste, emery paper, etc., etc. A specialty is the New Bedford Copper Company's sheathing metal, "Bertram's" oil polish and other well-known manufactured goods. The goods sold here are all of the very best quality, and lowest prices are quoted. The office is neatly and appropriately fitted up and fully equipped for the prompt filling of all orders, including telephone call, "No. 1023A Broad." Mr. Slover is a young man, full of energy and enterprising, and is well and favorably known in shipping and commercial circles.

ATLAS LINE, Mail Steamers to West Indies and South America, Pim, Forwood & Kellock, General Agents, No. 24 State Street.—The habit of spending the winter months in the tropics is increasing steadily, the trip being so easily made, and furnishing such an attractive means of escaping the inclemency of our northern winters. The restorative effects of the sea voyage, also, are so pronounced that physicians prescribe such voyages as more potent in stimulating convalescence than medicines or drugs. The favorite line of vessels for making this quick change from the icy blasts of winter to the region of ceaseless summer, is the Atlas Steamship Company, of which Messrs. Pim, Forwood & Kellock are general agents at No. 24 State Street. That firm have been the agents of the line ever since it was established, twenty-three years ago. The Atlas Steamship Company sends a vessel weekly to the West Indies and the Spanish Main, touching at the ports of Jamaica, Hayti, Cartagena, Savanilla, and Port Limon in Costa Rica. The company's fleet comprises nine iron and steel steamers, built by the most celebrated ship-builders in Scotland. They are constructed in compartments, and fitted up specially for the conveyance of passengers to the tropics. The accommodations are of the best description, the steamers being furnished with every requisite for making their trips safely and agreeably. The company boasts of the remarkable record that in the quarter-century of its existence it has never lost a life by shipwreck, and its officers are men of the highest character and experience. There are several routes to select from available by this line, ranging from twenty-five to thirty-five days in duration, during which the passenger makes the ship his hotel, retaining his cabin and living aboard the entire voyage. The expense averages about five dollars a day, which is very moderate considering the first-class quality of the accommodations and fare. Only first-class passengers are taken. The Atlas line carries the United States mail. It also does a large business in South American freight. In addition to the New York office it is represented in Liverpool by Messrs. Leech, Harrison & Forwood; in London by Forwood Bros. & Co.; and in Jamaica by W. Peplow Forwood. The Liverpool firm above named is one of the oldest shipping houses in England, and all of them enjoy the highest standing in the commercial world.

J. C. METZGER & CO., Custom House Brokers and Foreign Express and Freight Carriers, Proprietors of the Universal Express, No. 30 Broadway.—A long established, prosperous and thoroughly responsible house engaged in this line of business in the city of New York is the Universal Express, of which Messrs. J. C. Metzger & Co. are the proprietors. This well-known enterprise was founded originally by the present proprietors, Messrs. J. C. and K. Metzger, and from the start developed a very liberal and substantial patronage, derived principally from among our leading exporters and importers. The firm is prepared to send

all kinds of freight, packages, valuable goods, special communications, etc., to all parts of the civilized world. Their connections extend to all commercial centres with none but first-class and reliable concerns, embracing the special line of collect on delivery system for foreign shipments, thereby insuring prompt delivery of goods and speedy returns. They enjoy special facilities also for shipments from foreign countries to the United States, with safety and speed, and at lowest rates. The firm are also custom house brokers, and United States customs notaries, being duly authorized by the secretary of the treasury to administer oaths at their office. The office of the firm is amply spacious and commodious, neatly and appropriately fitted up with every convenience and facility, including telephone connection, No. 3890 Cortlandt. They are also postal agents for Switzerland. Both are young men of superior business ability, and are highly esteemed. The Universal Express runs from New York to all points in Great Britain, France, Germany, Austria, Switzerland, Belgium, Holland, Copenhagen, Christiania, Denmark, Sweden, Norway, Italy, Spain, Portugal, Russia, Turkey, Greece, Servia, Roumania; Africa, ports of Egypt, Tunis, Tripoli, Algeria, Morocco ports; India, principal ports; Australia, New Zealand ports; China and Japan ports. Rates to all other places on application. Parcels for shipment called for free of charge.

MUNSON STEAMSHIP LINE to Cuba and Mexico, W. D. Munson, Agent, No. 80 Wall Street.—The commerce of the great city of New York is growing with phenomenal rapidity, and in no branch have more rapid and marked developments been made than in the transportation of freight to Cuba and Mexico direct by steamer. One of the leaders in this business is the Munson Steamship Line, conducted by Mr. W. D. Munson as agent, with telephone, "1240 Cortlandt." This line controls five steamships and several sailing vessels, the latter sailing between Havana and New York, and the steamers making regular trips between New York and Cardenas, Matanzas, Sagua, Caibarien, Nuevitas, Gibara and other ports in Cuba and Mexico. Freight of all kinds is transported and forwarded to all European ports, and the line offers exceptional advantages to shippers in a prompt and direct service and first-class steamers. Steamers start from Pier 6, North River, foot of Rector Street. The best possible facilities are possessed for shipping bulky and heavy freight speedily and at the lowest rates, and much of the valuable commerce of New York passes through this line. Insurance is effected in first-class companies on the most favorable terms. Mr. Munson has been established in business here since 1876, and inaugurated the sailing line in 1882, and the steamship line in 1892. He is a native of New England, in the active prime of life, of excellent standing at home and abroad, and fully merits the popularity he now enjoys.

HAMILTON H. SALMON & CO., Importers, Exporters, Commission Merchants, Banks Building, Nos. 133-137 Front Street.— This firm are especially prominent as dealers in muriate of potash, sulphate of potash, double manure salt, Kainit, Sylvinit, and all other products of the Stassfurt mines; also, dried blood, sulphate of ammonia, tankage, raw and ground bones, nitrate of soda; boneblack, and all

tial connections. The proprietors have made a close study of the requirements of American manufacturers and agriculturists, and can best fill all orders and commissions so as to insure absolute satisfaction. Being direct importers and handling full lines at all times, they are prepared to offer inducements not duplicated elsewhere. Orders by telephone "1338 Cortlandt," by telegraph or mail, receive immediate and careful attention.



HAMILTON H. SALMON.



R. BRANDT.

other fertilizer materials. The business was founded twenty years ago, by Hamilton H. Salmon, Sr., who died in 1889, after an honorable and successful business career, and was succeeded by his son and name-sake and Mr. Richard Brandt. They have steadily maintained the highest of reputations for the excellent quality of their specialties and for their moderate tariff of prices, developing a trade of great magnitude with most influen-

Mr. Salmon is a native New Yorker, a resident of Brooklyn, and a member of the Atlantic Yacht Club, and the Riding and Driving Club of Brooklyn. Mr. Brandt was born in Germany, coming to this country fifteen years ago, and was employed by the house before becoming a partner. Both are expert authorities in their trade, conducting business on the broad basis of equity, and making friends in all their movements.

R. C. LAYTON & CO., Warehousemen and Forwarders, Office No. 64 South Street, N. Y.—There are few, if indeed any, in their line in this city who are more widely or more favorably known than R. C. Layton & Co., warehousemen and forwarders. They have capacious and well-equipped warehouses as above, and Nos. 38 to 68 Atlantic Dock, Brooklyn, illustration herewith. They have first-class facilities for storing, transferring, etc., and enjoy a very substantial patronage. They have been established for the past seventeen years, and from the start have been highly prosperous. The firm is composed of Messrs. R. C. Layton and F. E. Henderson. They are gentlemen in the full prime of life and are natives of New York State. Both are men of energy and enterprise, of business ability and experience, and are well known in commercial and mari-

LAYTON'S STORES,

Nos. 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68.

NORTH AND SOUTH PIERS, ATLANTIC DOCK, BROOKLYN.



time circles. Their New York warehouse is a substantial, six-story and basement fire-proof structure, and has a number of separate compartments. It is clean, perfectly dry and thoroughly ventilated, and all conveniences are provided. No fibrous goods are stored here. Layton's Stores, Atlantic Dock, Brooklyn, cover an extensive area and are excellently adapted for the storage of sugar, cotton, tobacco, flour, provisions, lard, etc., etc., for home trade or export. R. C. Layton & Co. own and have in service forty or more horses and a large number of trucks and delivery wagons, and employ as many as 150 in help. Merchandise of all kinds is carefully stored by them, at reasonable rates, and warehouse receipts are issued on goods on storage with them, upon which they make advances.

PERRY, RYER & CO., Custom House Brokers, Forwarders and Notaries, Nos. 65 Beaver Street and 20 Exchange Place.—The value and importance of the services rendered to the mercantile world by the custom house broker in a large centre of trade such as New York, are known only to the initiated, and are but dimly understood by outsiders. A leading firm engaged in the business here is that of Messrs. Perry, Ryer & Co., who are also general forwarders and notaries, and whose operations are conducted on a broad, sound and substantial basis. The business of this house was founded in 1878, by Messrs. Edward W. Perry and John C. Ryer, who subsequently admitted to partnership interest Messrs. Edward T. Coons and G. Fred Esty, who had been connected with the concern from its inception. The firm is an influential and enterprising member of the commercial community and its business is conducted with an energy and ability that places it in the foremost rank. Its operations are by no means confined to this city, but also extend to Boston and Philadelphia, while its correspondents are to be found in all the great trade centres of the world. The Philadelphia office, E. H. Bailey & Co., representatives, is at No. 406 Liberty Street, while the interests of the house in Boston are looked after by the Stone & Downer Company, of No. 53 State Street. Messrs. Perry, Ryer & Co.'s correspondents in London are Hickie, Borman & Co., No. 14 Waterloo Place; Paris, George Dunlap & Co., No. 38 Avenue de l'Opera; Bremen and Hamburg, Louis Delius & Co.; Havre, J. A. Lande & Fils; Leghorn, William Miller; Liverpool, James Moss & Co., No. 31 James Street. The firm transact a general custom house brokerage and forwarding business, attending to the passing and entering of imports through the customs, and forwarding the same to destination. Their facilities are of the very best, and their customers are to be found all over the country.

J. H. MEYER & CO., General Storage Warehouses, Nos. 4, 6 and 8 Washington, 3 and 4 West and 2 and 3 South Streets.—One of the most extensive concerns engaged in the general storage warehouse and forwarding business in the metropolis, is that of J. H. Meyer & Co., who have seven large warehouses at the above addresses. These warehouses are all for the storage of free merchandise, including teas, which may be here stored in bond. The business was originally founded in 1869, by McMullen, Meyer & Co., who were succeeded by Peck & Meyer, and in 1878 the present firm came into control, the co-partners being Messrs. J. H. and H. B. Meyer. Both gentlemen are natives of New York, and are popularly known in commercial circles for their enterprise, liberal methods and reliability. The firm conduct a general business in weighing, carting and forwarding goods to all parts of the United States or foreign countries. Their warehouses are of brick, are of spacious size, and provided against all possible contingencies of loss by fire or theft. Merchandise of all kinds may be safely stored here, and insurance, when desired, is effected at lowest premium rates.

WILLIAM A. AVIS & CO., Receivers and Forwarders, No. 91 Front Street.—A line of industry of more than ordinary importance in the great metropolis, and especially among the shipping fraternity, is that of the receiving and forwarding business, and among those who are engaged in this line of commerce will be found many of our most reliable and prominent business men. A well-known, progressive and prosperous house engaged in this line of trade, is that of Messrs. William A. Avis & Co., whose warehouses are at Nos. 54 and 63 Front Street, 192, 194 and 335 Cherry Street, 573 and 582 Water Street, and 8, 10 and 12 Gouverneur Lane. This well-known and responsible house has always maintained the highest of reputations for its honorable business methods, and from the date of its establishment has been the recipient of a large patronage. The individual members of the firm are Mr. William A. Avis, who with Mr. Ephraim Scudder, founded the concern in 1871, and from the start were the recipients of a very liberal and influential patronage, that now extends to all parts of the world. In 1883 Mr. H. E. Buermeyer was admitted into the firm as a partner, and in 1886 Mr. Charles G. Badeau became a partner under the present firm-title. The firm does a very extensive business in the handling of teas of all grades from China, Japan, Ceylon; also raw silks and fine importations from the East Indies and adjacent regions; and drugs, chemicals, dyewoods and botanic goods from all parts of the world. They also forward all classes of freight to foreign ports. The business is conducted upon the strictest lines of integrity, and all consignments are handled with scrupulous care for consigners, while returns are made promptly and correctly. In the office and different warehouses a force of about seventy-five workmen are given steady employment. All orders receive prompt attention, and consignments are placed most advantageously to consigners' interests, and advances are promptly forwarded on consignments when desired. The gentlemen constituting the firm are all active, wide-awake and reliable business men, highly honored and respected, and the reputation of their house is among the best in this great city.

RAHTJEN'S AMERICAN COMPOSITION COMPANY, Office: No. 26 Beaver Street.—Rahtjen's American Composition Company, whose office is as above, with factories in Brooklyn, fills a niche in the industrial and commercial activity of this city peculiarly its own. This company have acquired from Suter, Hartmann & Rahtjen's Composition Company, Ltd., of London, the sole rights for the manufacture and sale in the United States of their celebrated Rahtjen's Anti-fouling Composition, (Hartmann's manufacture) for ships' bottoms, and of their Hartmann's Grey Paint, (anti-corrosive) for use on the inside of ships, etc. They manufacture only the genuine "Red Hand Brand," identical in every respect with that made in London, and are prepared to supply the same to dealers and apply it to vessels. The success which these well-known com-

positions have obtained as preventives of corrosion and fouling, has induced many firms, both here and abroad, to imitate them. They continue, however, to hold their superiority, and are to-day more extensively used than any other in the world. Although apparently more costly than other compounds for similar purposes, Rahtjen's hard and smooth surface, which minimizes the skin friction on the hull (thus giving full effect to engine power), and its long period of freedom from fouling, make it the most economical. As evidence of its superiority, it is used as coating on such fast boats as the United States cruisers "Concord," "Cincinnati," "Detroit," "Montgomery" and "Newark"; the training ship "Bancroft"; the gunboat "Machias"; the torpedo boats "Cushing" and "Destroyer"; and in the Revenue Marine, the police boat "Patrol"; the German-American steamships, "Furst Bismarck," "Augusta Victoria," "Normania"; the Cunard steamship "Campania"; the White Star steamships "Majestic" and "Tentonic"; the Anchor Line steamship "City of Rome"; the International Line steamers "Paris" and "New York"; the North German-Lloyd steamship "Fulda"; the steamboats "Albany," "New York," "Sandy Hook," "Maine," and many others too numerous to mention. Mr. Otto L. Peterson, the president of the company, is a native of Denmark, who has resided here since childhood, and is a well-known member of the Maritime and Produce Exchanges, and of excellent repute in the business world.

JAMES W. ELWELL & CO., Shipping and Commission Merchants, No. 47 South Street.—This is one of the oldest and most prominent New York houses connected with the foreign shipping interest. It was established fifty-six years ago, or to be exact May 1st, 1838, at No. 57 South Street, and is still under its original management. Mr. Elwell is the oldest living merchant in business in South Street. The firm of James W. Elwell & Co. are shipping and commission merchants, receiving and carrying freight to and from all ports in the world. They are the owners and part owners of over forty vessels, in addition to which extensive interest, they engage largely in the chartering and freighting of ships and steamers, and their commercial relationship extends around the circumference of the earth. Their offices, large and handsomely appointed, occupy an entire floor, 27 x 100 feet in dimensions, at the above address where six clerks are employed. The half century of the house's successful existence has made it familiar to the whole commercial world, while its liberal and upright methods and promptitude of action have invested it with a corresponding degree of popularity. The firm are agents for the Cyprien Fabre & Co. line of steamships between New York and Mediterranean ports, which handles an extensive carrying trade. Mr. Elwell is a native of Maine, and his partner, Mr. Charles P. Notman, was born in this State. They both reside in Brooklyn, where they enjoy social consideration in full keeping with their high commercial standing.

W. ROPES & CO., Importers and Exporters, No. 74 Wall Street.—This is one of the oldest commercial houses of the metropolis, it having been established under the same firm-name which it bears now as far back as 1832. Besides the New York office the firm has a branch in St. Petersburg, which is extensively engaged in the manufacture of the products of Russian petroleum and also in the exportation of Russia Crash. It may not be generally known that the latter article, which for many years has been brought to this country in large quantities by Messrs. W. Ropes & Co., is entirely a product of hand labor. It is made by the peasants, in their homes, during the long winter months, from flax of their own raising. The thread is spun and the cloth woven by hand, and in the spring and summer it is taken to the nearest local fair for sale. There it is bought up by agents who transport it to St. Petersburg, where it is assorted for the American market into ten different grades and shipped in bales containing 750 yards each. No machine-made goods can compare with genuine Russia Crash in wearing quality; and the grades in which it is imported vary from the finest glass towelling to the coarsest goods suitable for any domestic use. In addition to their import trade the firm is engaged in exporting such American products and merchandise as find a market in Russia. They were the first to ship American petroleum to that country; and when the Russian Government put a prohibitory duty on that article, in consequence of the opening of the oil wells at Baku, they erected the first refinery in Northern Russia for the manufacture of lubricating and burning oils from the Russian crude petroleum. This business they have carried on successfully for a number of years at their extensive works on Petroffsky Island in the river Neva, within the limits of St. Petersburg, where between 200 and 300 hands are constantly employed. No firm in this community is more widely or more favorably known in the higher commercial circles.

FELIPE G. CANTON, Commission Merchant, Purchasing Agent for the Merida to Peto, and Merida to Valladolid Railroads, Columbia Building, No. 29 Broadway.—One of the most active and enterprising houses engaged in the import and export trade, is that conducted by Mr. Felipe G. Canton. This gentleman established himself here in 1889, and does a business surpassed by but very few houses in this line in the city. Mr. Canton is a Mexican by birth and enjoys a large Mexican and South American trade, exporting all kinds of American productions, and importing hemp, coffee, skins, hides, etc. Consignments of merchandise are received daily, and Mr. Canton is in a position to guarantee quick sales and prompt returns. The business is done on orders and the house is recognized as one of the most reliable houses engaged in the trade here. Mr. Canton is also editor and proprietor of *El Eco De La Exposicion*, which enjoys a large circulation in Mexico and South America, its object

being to promote the commercial relations of these countries, and especially Mexico, with the United States. It was established three years ago to promote the permanent Mexican Exposition in New York, which was the outcome of the Pan-American Company. He is also commercial representative here for the States of Mexico, Zacatecas, Guerrero, Yucatan, Hidalgo, and San Luis Potosi, and purchasing agent for the Merida to Peto, and Merida to Valladolid Railroads, and makes frequent trips to Mexico in furtherance of his business relations. The success which has attended Mr. Canton's ably-directed efforts speaks well for the enterprise, ability, and strict integrity of the house.

A. KERN & CO., Import and Export Commission Merchants, No. 86 Broad Street.—This house has been in existence for sixteen years, and ranks among the leading mercantile concerns of the metropolis. Messrs. Kern & Co. import and export on commission, and have a very extensive and lucrative trade with Great Britain, Europe and Africa. The American goods they export are principally cotton, silk and wool waste. Their imports are largely connected with cotton and silk yarns, chemicals, colors, paper, etc. The connections of the firm are such as enable them frequently to offer special advantages, and their orders, of whatever magnitude, are always filled in the promptest and most satisfactory manner. Mr. A. Kern is a native of Mannheim, Germany, but has resided in New York for twenty years. His partner, Mr. H. Kern, is his brother, and a native of Baden. Both gentlemen are highly respected and generally popular, their reputation being based upon strict adherence to honorable and legitimate business methods.

GIBSON'S STEAMSHIP AGENCY, Drafts on Ireland, England, Scotland, Etc., No. 35 Broadway.—New York being the leading entry port of the United States, it naturally follows that the steamship agent's position is a most important one here, and that many citizens should be engaged in this line. One of the oldest concerns engaged in this line is Gibson's Steamship Agency, which was originally founded thirty years ago by Messrs. Williams & Guion, who remained at the head of affairs up to February, 1894, when Mr. P. W. Gibson succeeded to the ownership. This gentleman has been connected with the establishment from its inception, and possesses a thorough knowledge of all branches of the business. Mr. Gibson books passengers to or from Queenstown, Liverpool, London and all parts of Europe, and also furnishes drafts and letters of credit on Ireland, England, Scotland and other European countries. His London agents are Messrs. Melville, Fickus & Co., of No. 75 Lombard Street, London. Mr. Gibson has resided in New York for over thirty years, where he enjoys a most creditable reputation, and all transactions had with him are certain to result satisfactorily.



WHALEBACK STEAMER "SAGAMORE," JOHNSTON LINE.

JOHNSTON LINE, New York, Baltimore and Mexico, (Wm. Johnston & Co., Limited,) Nos. 5, 6 and 7 Produce Exchange Building.—Among the numerous lines of coastwise steamers for which New York is the point of departure, there are few, if any, that have commended themselves to public favor so thoroughly or for so long a period of time as the Johnston Line. The principal office of the company is located at No. 21 Water Street, Liverpool, and there is a branch office, also, in Baltimore, Md., conducted by Messrs. Patterson, Ramsay & Co., on Gay Street. The New York office was established in April, 1894, under the management of Mr. J. T. Crawford, and is the only regular line of whaleback steamships in the world. The business of the company at this port is the carrying of freight only between the ports of New York, Baltimore and Mexico. Three first-class steamers of the whaleback type, and fitted with all the most modern appliances for safe and rapid handling of

freight, are included in the service, viz: the "J. L. Colby" of 2,500 tons; the "Jessmore" of 3,000 tons; and the "Sagamore" of 3,500 tons burden. One of these vessels sails from New York at intervals of ten days, touching at Baltimore on the outward trip, and coming directly through from Mexico to New York on the return. They also run a regular weekly line of steamers from Liverpool to Piræus, Volo, Salonica, Trebizonde, Constantinople, Bourgas, Varna, Sulina, Galatz, Ibrail, Baltimore and Montreal, also from London to Boston; London to Philadelphia; Antwerp to the Mediterranean and Danube, and London to Port Royal, South Carolina. Their telegraphic and cable address is "Saint, Liverpool." The well-established reputation of this line for punctuality and dispatch has attached to it a large share of the extensive carrying traffic between the United States and Mexico, a trade that is steadily expanding. Through bills of lading are issued to all points on the Monterey & Mexican Gulf Railroad, and its connections in Mexico, the B. & O. R. R., B. & O. S. W. R. R., N. Y. C. & H. R. R., West Shore, and Pennsylvania Railroads, and all their connections in the United States, and shippers receive the benefit of the lowest rates of insurance. Freight from New York is taken on board at the Atlantic Dock, Brooklyn; and the loading berth of the line at Baltimore is at Piers Nos. 31 and 32 Locust Point. Mr. Crawford, the New York manager, has been all his life engaged in marine trade. He has been in command of several steamers and was for some years purser on one of the

largest steamship lines running out of Chicago, and was for a long period secretary of the American Steel Barge Company. He is a native of Delaware, a gentleman of about forty-five years of age, and enjoys wide popularity, both afloat and ashore, in his business and social relationships.

ED. MEYER, Commission Merchant, Nos. 136, 138 and 140 Front Street.—This gentleman transacts a general commission business, and is an extensive importer, also, of foreign goods and merchandise. Mr. Meyer established himself in business in this city in 1884, and for nine years his office was at No. 35 Broadway. At his present address he has finely fitted offices, which comprise an area of seven hundred square feet, and employs a force of four clerks. The business of this concern is of very large proportions, including the handling of tobacco of every variety, "Picadna" cut tobacco being a specialty. Mr. Meyer does a

large export trade in dry goods, groceries, furniture and general merchandise. His imports consist of rubber, coffee, cocoa, hides, etc. His business extends to all parts of the world and covers the whole area of the United States. Mr. Meyer stands high in the esteem of the commercial world, and owing his prominence entirely to his individual foresight and sagacity, he richly merits the success he has achieved. He also does a small banking business with Europe, South America and the West Indies.

FRED B. DALZELL & CO., Successors to C. P. Raymond & Co., Tow Boat Office, No. 70 South Street.—A prominent, long-established and prosperous firm engaged in sea, harbor and coast towing, and that has always maintained a most enviable reputation for first-class

work and honorable business methods, is that of Fred B. Dalzell & Co., whose long and successful career in this business is well worthy of special mention in these pages. This old reliable concern was originally founded in 1859 by Mr. C. P. Raymond, who was a thoroughly experienced and practical man in the business, and by his close attention to business he soon built up a very large and influential patronage. In 1882 the business passed into the hands of C. P. Raymond & Co., which consisted of Messrs. C. P. Raymond, R. M. Raymond and Fred. B. Dalzell, under whose enterprising management the patronage continued to increase in volume and importance. Sometime afterward Mr. R. M. Raymond ceased to be a member of the firm, and owing to the deeply lamented decease of Mr. C. P. Raymond in 1894, the entire business came under the management of Mr. Dalzell, who previous to his becoming a member of the firm was its bookkeeper. The present firm-name was assumed January 1st, last, when Mr. Freeland Dalzell, a brother of the senior partner, was admitted to an interest. The firm is prepared to execute promptly, at the shortest notice, all kinds of sea, harbor, sound and coast towing, and are fully equipped to perform all such service with such large and powerful tug boats as the C. P. Raymond, Indian, Fred. B. Dalzell, E. S. Atwood, J. Fred Lohman, Charles P. Raymond, and the "Katie D.," a propeller and water boat, which they have recently added

to the fleet, all retaining the old trade mark of "R" on their funnels. Mr. Dalzell is also agent for the Boston Tow Boat Company. The fleet employed is fully equipped for heavy and deep water work, as well as being thoroughly equipped for fire and wrecking purposes, and those employed are all fully experienced and practical men in their business. The offices of the company are amply spacious and commodious and provided with every facility for the transaction of business, including telephone connection, "Cortlandt 314," and "Cortlandt 2954," and a residence telephone, "608 Bedford," Brooklyn. Mr. Dalzell is a native of Athens-on-the-Hudson and resides in Brooklyn and a young man of superior executive ability.



CARLETON & MOFFAT, Commission Merchants, Nos. 132-134 Front Street.—In former days, before the period of steamships, the East India trade was invested with romantic associations, growing, doubtless, out of the remoteness of that Oriental region and the long periods of time consumed in the voyage there and back. Steam navigation has reduced the matter to a commonplace, commercial aspect, but the significance of the traffic between the East Indies and the United States has not diminished by reason of the quicker methods of transit. One of the representative houses in that

line in New York is that of Carleton & Moffat, which occupies a conspicuous position among the dealers in Oriental products of the metropolis. The house was established in 1878, under the firm name of I. Osgood Carleton, which in the following year was changed to Carleton & Moffat. In 1892 Mr. Moffat retired from the concern, though his name is still retained. The house does an exclusively commission business in all kinds of East India commodities, supplying the large dealers and jobbers in that line in all the large cities of the Union. Its trade is very extensive and significant in the commerce of New York. Mr. Carleton is still a young man, energetic and enterprising. He was born in Boston, Mass., but has for upwards of forty years resided in this city. He has a large social as well as business relationship, and is a popular member of the Down Town Club.

VINCENT LOESER, Freight and Ship Broker and Forwarding Agent, No. 25 Beaver Street.—The most important feature of the commerce of New York, the one that has assured to this city its pre-eminence over all others as the great commercial metropolis of the new world, is undoubtedly its shipping trade. A walk around the innumerable docks that line its shores on either river, or a tour around its harbor, reveals the fact that all countries on the globe contribute to its foreign trade, and over the vessels that make this a regular port of call float the flags of all nations. The export business from here is also of immense proportions, and in all branches there is always great animation and activity. Under these circumstances it is but natural that the ship broker and forwarding agent should be an important and valuable member of the mercantile community. In the front rank of those who are prominently identified with this branch of business we find Mr. Vincent Loeser, who is a native of Brooklyn, and has been connected with the shipping trade of New York since his early youth. He embarked in business for his own account in 1879, and has since built up widespread and influential connections. He transacts a general business as a freight and ship broker and forwarding agent, chartering vessels for any port in the world, securing cargoes, forwarding goods and merchandise to their destinations, effecting marine insurance in sound and reliable companies, securing through bills of lading, etc., etc. He is prompt, energetic, and reliable; his facilities are of the best, and his services are highly esteemed by whoever has once retained them. Mr. Loeser gives special attention to European, Australian, and East Indian trade. He is a member of the Maritime and Produce Exchanges, and has representatives in Chicago and St. Louis, those in the former city attending to the business in the West and Northwest, and those in St. Louis to that of the South and Southwest, thereby facilitating the business transactions of the house with all parts of the continent.

CHARLES BLEIDORN, Custom House Broker, Customs Notary, and Forwarding Agent, Room No. 4, No. 25 William Street.—Mr. Charles Bleidorn undoubtedly possesses as wide and influential an acquaintance among importers as that enjoyed by any other man. One reason for this is to be found in his personality, but the most important are to be found in his many years of intimate association with the importing trade, and in the faithfulness with which he has uniformly discharged the many trusts committed to his care. His personal history is interesting; born in New York, he early in life evinced that aptitude for commercial pursuits which seems inherent in New Yorkers, and made his first start in active business in 1852, as clerk for Burton & Waibel. While working there the civil war broke out and he was among the earliest to respond in defence of the Union, serving during 1861 and 1862 in the 20th New York Volunteers, a regiment which was distinguished above all its contemporaries in a noble record of active service. Enlisting

as a private he rose through successive promotions to the rank of second lieutenant, and as an officer was brave and efficient, winning alike the commendation and confidence of his superiors in command. Returning from the war he again took up the cares and responsibilities of civil life and went back to the stores of Mr. F. Waibel as clerk. In 1870 he was taken into partnership and the firm became Waibel & Bleidorn. Mr. Waibel died in 1878, and since then Mr. Bleidorn has continued the business alone. He handles dry goods, drugs, hardware, wines, liquors, paper, and a variety of other goods, in all of which he is an expert, and makes a specialty of protests and appeals, in which his general and special knowledge and his long practical experience render his service of special value. Mr. Bleidorn is a popular member of the New York State Commandery of the Loyal Legion.

WILLIAM FOERSTER & CO., Import and Export Merchants, No. 137 Duane Street.—There is no more important contribution to the development of the commercial supremacy of New York over all other American cities than the import and export trade, and in the front rank of houses engaged in it is that of Messrs. William Foerster & Co. The house also has a branch in Germany, at 6 alte Groeninger Strasse, Hamburg. This flourishing business was inaugurated in 1882, by Messrs. William Foerster, Siegfried Berju and Oscar O. Friedlander, both the Hamburg and the New York establishments being opened simultaneously. Messrs. Foerster and Berju reside in Hamburg, while Mr. Friedlander looks after the New York end of the business. The latter is a man of long practical experience in this line of trade, having been actively engaged in it for some fifteen years previous to forming his present connection. From the outset the firm built up a large and important export and import trade, which has since steadily increased in volume at a rapid ratio. The shipments and receipts annually reach a very large figure. They handle all kinds of merchandise, exporting large quantities of lumber, cotton, and other American products to Germany, France and England, and importing from these countries globes, shades, prisms, general lamp and electric glassware, linens, mohair plushes, and other staple articles. The firm have large warehouses in this city, and have at all times in store some two or three thousand cases of goods. They are sole agents for the United States of several great European manufacturing establishments, such as those of A. Baertson, A. Brysse, and Gustav Steurbaut, all of Ghent, Belgium, manufacturers of linens; Bertelsmann & Niemann, of Bielefeld, Germany, manufacturers of mohair plushes, etc., etc. The facilities for filling orders of any magnitude, and for executing commissions promptly and satisfactorily, are of the best, and the trade in this country extends to every state and territory. The members of the firm are all natives of Germany.

WM. H. FORCE & CO., Forwarders, Weighers and Commission Merchants, Fire, Marine Insurance and Custom House Brokers, No. 78 Front Street.—The custom house broker and forwarding agent plays a very important part in the industries of the present day, especially in large maritime ports of entry like New York. He is the connecting link between the importer and the officer of the government entrusted with the collection of import duties, saving the former a vast amount of time, annoyance and troublesome delays. A prominent, popular and thoroughly reliable house engaged in this important branch of business here is that of Messrs. Wm. H. Force & Co. This firm act as forwarders, weighers, and commission merchants; and as fire, marine insurance and custom house brokers. The business was originally established in 1873, by Geo. H. Glover & Co., who were succeeded by Glover, Force & Co., in 1874; Wm. H. Force & Co., in 1883; Waterbury & Force in 1886, and the present firm in 1892. Having many years of experience in this line of commerce and a thorough knowledge of the intricacies connected with the passing of dutiable goods through the customs, this firm have developed a very large and influential patronage with extensive importing houses in this and other cities throughout the Union. They attend promptly to all details connected with the receiving of shipments and transferring of domestic and imported merchandise, such as lighterage, cartage, weighing, etc.; also, to all custom house business, to the placing of fire and marine insurance, as well as the adjusting of and making claims upon insurance companies for all goods that they represent. They also represent by powers of attorney a very large number of interior importers, in the same way that they would be represented by branch houses in New York, (except the buying and selling of merchandise). Every description of merchandise is consigned to them from Europe for account of banks and bankers who issue letters of credit, this firm warehousing, shipping and transferring to persons agreeable to instructions. This firm have the largest plant in New York for the transferring of merchandise and making contracts with both water and rail transportation companies for transfer of large blocks of merchandise at very short notice, employing a working force varying in number from 175 to 200; while, to better facilitate prompt handling of merchandise, they have four branch offices in Brooklyn and three branch offices in New York city. The members of this firm are Messrs. Wm. H. Force, Walter S. Force and Isaac B. Rogers. Mr. Wm. H. Force is a native of New York State, a resident of Brooklyn, and a member of the Down Town Club, the F. and A. M., and other organizations. Mr. Walter S. Force is a native of New York State and resides in Fanwood, N. J. Mr. Rogers is a native of New York State and a citizen of Brooklyn. All are wide-awake and reliable business men, closely attentive to the best interests of their clients, and among the most popular brokers doing business in the port of New York.

LITTLEJOHN & PARSONS, Commission Merchants, Nos. 136-138 Front Street.—One of the representative commercial houses of the metropolis is the importing and commission firm of Littlejohn & Parsons, East India merchants. The firm was established in 1890, and speedily took a leading position in business circles, their relationship extending over the length and breadth of the United States. They deal wholly in East India goods, and are the New York agents for the extensive houses of Paterson, Simons & Co., of Singapore; F. W. Heilgers & Co., of Calcutta; Padday, Tennent & Co., of Penang, and for the Baltimore Chrome Works, Baltimore, Md. In their spacious and well-appointed office they employ the services of six clerks, the correspondence of the concern being necessarily very extensive. Both members of the firm are New Yorkers by birth, and both have their present residences in the city of Brooklyn. Mr. Lomax Littlejohn is in the prime of life, thoroughly versed in commercial affairs, and familiar with every detail of his business. Mr. F. T. Parsons is somewhat younger and full of active energy. He is a member of the Down Town Club, and both gentlemen enjoy wide popularity in both business and social circles.

AUGUST GIESE, Importer and Commission Merchant, No. 2 Cedar Street.—This gentleman is a large importer of essential oils and various articles of a kindred nature, and is prominent in the trade as representing the M. Werk Company, of Cincinnati, manufacturers of glycerine; Herm. A. Holstein, of Constantinople, otto of roses, opium, gum tragacanth and all Oriental products; Heinrich Haensel, of Pirm, Germany, manufacturer of concentrated essential oils, lemon, orange, etc.; and Actien Gesellschaft Fur Chemische Industrie, of Schalke, Germany, manufacturers of carbonate, sulphate and caustic potash. A specialty is made of importing the best brands and finest qualities of these goods, and every facility which experience and perfect knowledge of the trade can suggest is at hand and properly applied, with honor to the proprietor and credit to the city. Orders are filled at short notice, and the terms and prices which prevail are invariably satisfactory to the trade. Mr. Giese is also the sole owner and proprietor of the Berkefeld Filter Company, manufacturers of the Berkefeld filter, the best filter for the filtration of water, wine, spirits, solutions, light oils, and all liquids requiring clarification. He is likewise proprietor of the Fossil Meal Company, sole importers of Wm. Berkefeld's Fossil Meal Composition, the best non-conducting covering for boilers, steam pipes and all kinds of heated surfaces. The demands and requirements of all classes of customers are promptly met throughout all parts of the United States and Canada. Mr. Giese is of German descent, in the active prime of life, and a member of the Germania Club of Brooklyn.

CHARLES D. MOSHER, Engineer and Naval Architect, Room 299, No. 1 Broadway.—The great interest that has been developed in the noble sport of yacht racing in the United States is of the most notable character. This sport is now represented by its own journals, and the designing of racers has become a most important vocation. One of the leading naval architects in New York, is Mr. Charles D. Mosher, who has been established in business here as a marine architect and engineer for a number of years, and his work is well known in this city and all along the Atlantic coast, and the advancement he has made is of great credit to the profession. He is an expert engineer and designer of high speed steam yachts, passenger vessels, etc., and is also a contractor for the same; as well as for engines, boilers and high-class machinery in general. He is the architect of the three fastest yachts in the world, to wit: Yankee Doodle, Feiseen and Norwood. The cuts herewith shown are reproductions of instantaneous photographs taken while these boats were under full speed: The Feiseen was built for Mr. W. B. Cogswell, of Syracuse, N. Y., and was launched in the

spring of 1893. After breaking the world's record for speed, she was sold to the Brazilian Government and fitted up as a torpedo boat, in which service she is now employed. This boat has a record of 31.6 miles per hour, having covered a distance of $7\frac{1}{4}$ miles in 13 minutes and 45 seconds, against a slight tide. Her dimensions are: 85 feet long, 9 feet 8 inches beam and 3 feet 6 inches draught of water. The hull is of composite construction, the keelsons, part of the frames and bulkheads being of steel; the planking of the hull and deck is of polished mahogany. She has a flush deck, with trunk cabin and large roomy pilot house also fitted in polished mahogany; and the smoke pipe, hand rails and

deck fittings are of polished brass. There is a cock pit aft, then comes the lavatory and toilet; forward of this is the large roomy cabin or saloon, which may be readily converted into four state rooms; the machinery compartment adjoins the saloon and is separated from it by a water-tight bulkhead. Forward of the machinery is the galley, then the crew's quarters; thus the boat is divided into five water tight compartments. The machinery consists of one of the Mosher Patent Quadruple Expansion Engines, having cylinders $9\frac{1}{2}$, $13\frac{1}{2}$, 18 and 24 inches in diameter by 10 inches stroke, it having developed 600 horse power when making about 600 revolutions per minute under a working pressure of 250 pounds per square inch. The boiler is of the Mosher Patent Safety Water Tube Marine Type, with 1200 square feet

of heating surface and 33 square feet of grate surface, and allowed a working pressure of 275 pounds per square inch. The Norwood was launched in the spring of 1890, having been built for the late Norman L. Munro, and is now owned by Mrs. Norman L. Munro, of Branchport, New Jersey. This boat is an open launch, 63 feet long, 7 feet 3 inches beam and 3 feet draught of water. She has a

cock pit forward and one aft, each 10 feet long. She is decked over for a distance of 12 feet forward and 10 feet aft. A short distance abaft the stem is a collision bulkhead, aft of which is an air tight compartment 7 feet 9 inches long. There is also another air tight compartment aft. These compartments have sufficient buoyancy to float the boat, even if the machinery space and cock pits are filled with water. The deck and hull planking and the entire interior woodwork is of polished mahogany. The smoke pipe, hand rails and deck fittings are of polished brass, giving the boat a neat and finished appearance. In a series of runs over the measured mile course of the Wampanoag Boat Club, on the



FEISEEN. SPEED, 31.6 MILES PER HOUR.



YANKEE DOODLE. SPEED, 29.6 MILES PER HOUR.

Merrimack River, in slack water, she developed a mean speed of 30 miles per hour, having covered the course during this trial at the rate of 30.5 miles per hour. The engine is of the Mosher Triple Expansion type, having cylinders 9, 14½ and 22 inches diameter by 9 inches stroke, which has indicated 450 horse power when making about 560 revolutions per minute. The engine is provided with an inboard surface condenser, independent air and feed pumps and blower engines for forced draught. The boiler is of the Mosher Safety Water Tube Marine type, with a working pressure of 275 pounds per square inch, having 800 square feet of heating surface and 24 square feet of grate surface. The Yankee Doodle, originally known as the Buzz, was built in the season of 1888-9 for Mr. Mosher's own use. She is now owned by Messrs. McBride Bros., of Philadelphia. She is a trunk cabin

launch, 50 feet long, 6½ feet beam and 30 inches draught of water. There is a small deck aft, forward of which is a cock pit which adjoins a spacious cabin. The machinery and boilers are amidships. She is decked over flush with the rail, from the bow aft to the forward bulkhead of the cabin, and is provided with a roomy pilot house. This launch attained a speed of 29.6 miles per hour, which record was made during a race on July 4th, 1892, on the Schuylkill River, in slack water, over a measured mile course, which was covered in 2 minutes 13.5 seconds. The engines consist of a pair of the Mosher simple high pressure direct acting, each with cylinders 8 inches in diameter and 8 inches stroke, having indicated 194-horse power when making 722 revolutions per minute, with a steam pressure of 150 pounds per square inch. The boiler has 300 square



NORWOOD. SPEED, 30.5 MILES PER HOUR.

feet of heating surface and 8 square feet of grate surface. All of the above mentioned yachts have proven themselves to be excellent sea boats. Mr. Mosher is also the inventor of the Mosher Patent Safety Water Tube Boilers, adopted by the United States Navy Department, and the Mosher Patent Propeller. He has recently completed four boilers for four United States torpedo boats in course of erection, and his patent boilers are now in use on more than half of the torpedo boats belonging to the Government. He supplies patent steam separators, triple and quadruple expansion engines, Ball thrust bearings, propellers, etc., guaranteeing lighter machinery and greater power put in less space than that of any other design. All demands upon his resources are met in a thoroughly prompt and satisfactory manner. Mr. Mosher is a Massachusetts man by birth, a member of the Society of Naval Architects and Marine Engineers, and the Bijou Council of Naval Engineers, and widely esteemed for his genius, skill and thorough reliability.

DAVIES, TURNER & CO., Foreign Express and Freight Carriers. Custom House Brokers, Nos. 40 and 42 Broadway.—The leading and best known house in the metropolis, engaged as foreign express and freight carriers and custom house brokers, is that of Messrs. Davies, Turner & Co., located at the address above. This firm has its principal office in London, Eng., and a branch office at Liverpool, as well as the one in this city. It has also foreign connections in Paris, Hamburg, Bremen, Havre, Glasgow, Genoa, Milan, Naples, Florence, Copenhagen, Amsterdam, Rotterdam, Antwerp, Cognac, Leghorn, Gothenburg, Odessa, Melbourne, Sydney and other ports, and agents in all parts of the world. This house has been established in business here since 1870, and from December, 1892, has been represented by the present manager, who has been connected with the concern since 1881, and is thoroughly versed in all its details and departments. During this quarter of a century, the firm has conducted a very extensive business as an American-foreign and European express as well as a forwarding and custom house agency, sending express goods, freight, parcels, samples and baggage to and from all parts of the world, at fixed through rates, both by weight and measurement, insuring safety, economy and dispatch. Insurance is also effected at the lowest rates. They receive all goods consigned to them at this port, by foreign forwarders, and deliver or forward same, according to instructions given by consignors. By means of this service, foreign forwarders may undertake the delivery of merchandise in any part of the United States, with full assurance that the goods will be delivered promptly, at destination. Orders by telephone, "314 Broad," by cable, "Expedition, New York," telegraph or mail, will be promptly attended to, at the New York office. The conveniences and facilities offered by this house, are readily seen and widely appreciated, as is demonstrated by the great volume of

business transacted daily. The manager is expert and painstaking in all his methods, and as the concern is well represented on the Maritime Exchange, their clients receive every advantage to be derived from such sources.

CHAS. D. DURKEE & CO., Yacht and Canoe Fittings, Ship Chandlery, Hardware, Ship and Steamship Supplies, No. 26 South Street.—This business was established in 1872, under the name of L. E. Camm, and finally in 1892, came into the possession of the present firm. Mr. Durkee has been connected with the house for sixteen years and is thoroughly familiar with the business, as well as widely and popularly known among the amateur sailors. He is a young and enterprising gentleman, a native of this State, resident in Brooklyn, and a member of the Gravesend and other yacht clubs. His partners are J. Y. Robbins, also a young man, residing in Brooklyn, and Wm. H. Durkee, who was associated with Thos. I. Simpson for thirteen years in the chandlery hardware business. Their business is dealing in yacht and canoe fittings, ship and steamship supplies, ship chandlery, ship hardware, etc. The transactions of the house are of large magnitude, owing to the high reputation it enjoys, and the fair and reasonable prices it charges for its goods. The store and warerooms occupy three floors and basement, 25 x 86 feet in area, and a large stock is carried, four employees being constantly engaged. The stock comprises yacht and canoe trimmings of every approved pattern, ship chandlery, hardware, paints, oils, varnishes, canvas, cordage, twines, flags, bunting, oars, blocks, everything, in fact, required to prepare vessels for service. The members of the firm have fairly earned their way to the success they enjoy, being young men of culture, intelligence, energy and thorough trustworthiness. They have an illustrated catalogue which is furnished on application.

WM. BURROWS, Steamship Agent and Ship Broker, Room 512 Welles Building, No. 18 Broadway.—For more than a quarter of a century the gentleman whose name heads this sketch has been a familiar figure in maritime circles in New York. He has been connected with the steamship business since 1866, and has been established as at present for the past fourteen years. He is well and favorably known in the domain of shipping and marine commerce, and is an active member of the Produce and Maritime Exchanges. W. M. Burrows is a man of integrity of character, and is held in high esteem. He is a general steamship agent and ship broker, and does a large business. Mr. Burrows is prepared to buy and sell steamships and sailing vessels, on commission, United States steam tonnage being a specialty. Steamships and sailing vessels are chartered and fitted out by him for coastwise carrying and for all foreign ports, and ships and cargo are insured in leading marine companies.

B LICHFELDT & LIEDQUIST, General Steamship and Railroad Agents, Money Orders and Drafts on Europe, No. 27 State Street.—The steamship and railroad ticket-agency business is naturally a very important feature of the trade of New York. The immigration from foreign parts to this country is mostly by this port, and here all the important transatlantic and Mediterranean lines, as well as those that ply the Baltic, have their piers and offices. A firm which, although but recently established, has already built up influential and substantial connections, both abroad and on this continent, and whose operations are conducted with energy, tact and sound judgment, is that of Messrs. Blichfeldt & Liedquist, general steamship and railroad agents, and issuers of European exchange. Mr. Emil Blichfeldt was born in Christiania, Norway, and was for nine years employed in the offices of the Cimbard Line at that port. He removed to New York, and here was in the offices of the Hamburg-American Line and in that of Thos. Cook & Sons, the well-known and famous promoters and organizers of tourists' trips. Mr. E. R. Liedquist is a native of Gothenburg, Sweden, where his father has for thirty years past conducted a banking business, and is the freight agent of the Thingvalla Line. Mr. Liedquist became a resident of New York in 1888, and during four years filled a responsible position in the local offices of A. E. Johnson & Co., the great promoters of Scandinavian and Finnish emigration to this country. It will thus be seen that both partners have had ample valuable experience in this line of business, and that their knowledge of all its details is both deep and varied. They formed their present copartnership in October, 1894, and this agency has already become one of the best here, receiving a liberal and well-merited patronage. They are the agents here of the Thingvalla and Scandia Steamship Companies, and while they are prepared to book to and from any port by any line, the bulk of their business is to and from Scandinavian points. Cabin and steerage passage tickets by any line are sold at reduced rates, freight and parcels are forwarded to all foreign countries, while drafts and money orders are sold available in the principal cities of Europe. The firm also sell railroad tickets to any point in the United States and Canada. Its members are enterprising and honorable young business men, whose success in this line of endeavor is well assured.

H ORNBORG & CO., General Agents for The Finland Steam Navigation Company, (Finska Angfartygs Aktiebolaget) No. 29 State Street.—The great movement of emigration from Finland to this country, which has been very marked during the past ten or fifteen years, and which has endowed this republic with a numerous class of sturdy, energetic and altogether most desirable citizens, has also resulted in bringing about closer trade relations between the two countries. Fin-

land is as near to us to-day as was England twenty years ago, and whereas the tourist of a few years ago seldom travelled further north than Holland or Denmark, or east further than Austria, to-day his European trip is considered incomplete unless he has sailed up the fiords of Norway and Sweden and visited the northern confines of Western Russia. Evidence of this change in conditions is furnished by the number of reliable agencies established here exclusively to cater to this trade, a prominent one among them being that of Hornborg & Co. Mr. J. Hornborg, who is the sole member of the firm, the "Co." being nominal, is a native of Finland, and has resided in this city since 1892, when he founded this business. He is the general agent at this port of the Finland Steam Navigation Company, whose headquarters are in the town of Helsingfors, Finland. The company own twenty passenger and freight steamers that ply between Finnish and English ports, also to ports in Spain and Holland, to Antwerp in Belgium, Havre in France and Hamburg in Germany. Mr. Hornborg also represents the leading lines engaged in the Finnish trade, and his facilities for the thorough booking of passengers and carriage of freight are consequently excellent, and he has already built up a large business for his principals in this country.

M ANHATTAN LIGHTERAGE AND TRANSPORTATION COMPANY, H. L. Joyce, Manager, No. 104 Wall Street.—This company is one of the largest organizations of its kind in this country and perhaps in the world. Its business is that of river and harbor transportation, and since its establishment in 1889, it has had its office and headquarters as above. The business transactions of the concern are enormous. It transfers all freight from ocean steamers to railroads, and correspondingly outward bound freight from railroads to steamers; and forwards every kind of merchandise to any destination in any part of the world. The company owns a fleet consisting of forty-eight steam barges, and has steadily in its employ a force of upwards of four hundred employees. It is also the terminal agent for a large number of prominent steamboat and railroad companies, including the Morgan and Cromwell lines, between New York and New Orleans; the Norwich line; the Fall River line; the Providence line; the Metropolitan outside line, between New York and Boston; the People's line, between New York and Albany; the New York and Portland steamship line; the Spanish line; the Pacific Mail; the New York and New England Railroad Company, etc. It likewise does all the transportation of freight and merchandise to and from the warehouses of Brooklyn and Jersey City. The company is incorporated under the laws of the State of New York. The manager, Mr. H. L. Joyce, is a New Yorker by birth and residence who, although still young, has had a thorough training in his present occupation.

JOHN F. BAXTER, Ship Chandler and Wholesale and Retail Dealer in Steamship and Engineers' Supplies, No. 308 West Street, Near Spring Street.—The business of ship chandlery dates back to the earliest commercial history of New York, and it has grown and prospered with the growth of the commerce of the metropolis. No better

representative of this great industry could be selected than Mr. John F. Baxter, who succeeded to the business of John C. Baxter & Son, the business having been established by his father, the late John C. Baxter, in 1834, thus making it one of the oldest as well as one of the largest in the trade. The premises occupied include three floors and basement, each 90 x 25 feet in dimensions, where is carried a full stock of steamship and engineers' supplies, and machinists' and steam fitters' tools, bolts, nuts, packings, waste,

washers, lag screws, turn buckles, oils, compounds, manilla and hemp cordage, besides an immense variety of goods not here enumerated, all of which are sold at wholesale and retail. Mr. Baxter is also proprietor of the Baxter Wrecking Company, and owner of a splendid wrecking fleet, which includes the wrecking and fire steamer "John Fuller," which is widely known as the leading vessel of its class in these waters. The "John Fuller" is pro-

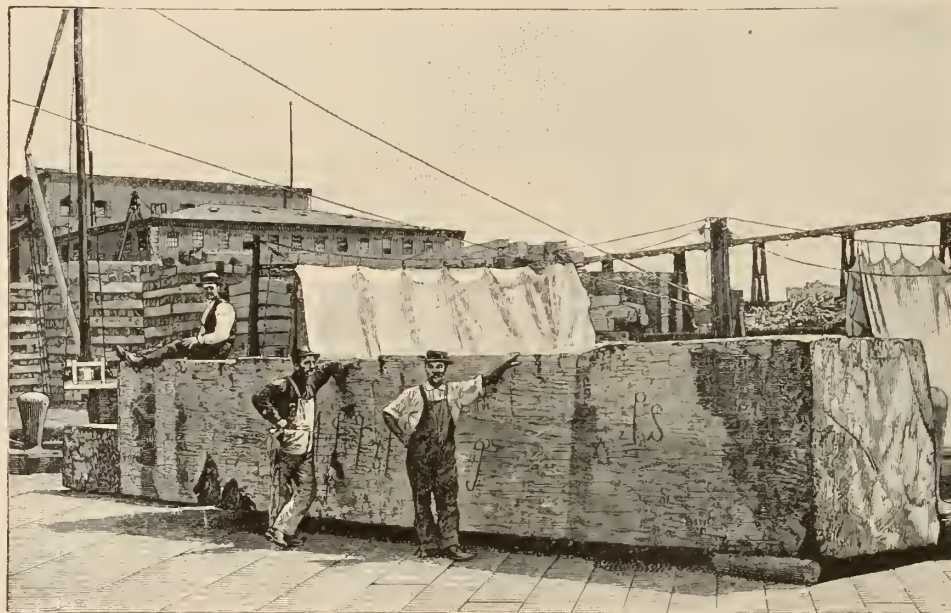


JOHN F. BAXTER.

vided with four powerful steam pumps, the steam cylinders of the wrecking pumps being each 23 inches in diameter, affording an equipment of unusual power. As a fire steamer the "John Fuller" throws thirteen streams of water, and the fire pumps also are of extra power, having been made to order by the Amoskeag Manufacturing Company. The wrecking equipment also includes pontoons for raising sunken vessels, and expert submarine divers are always in readiness to respond to any call for their services from whatever quarter. Portable steam pumps in great variety are also let. In every department the equipment is ample to meet the most urgent demands, and the house has always promptly met every call upon its resources. It employs six in the store and fifty in the wrecking fleet. The trade with steamships coming to the port of New York is especially large. Mr. Baxter through his long experience and his record of honorable dealing is well and most favorably known to the masters and owners of vessels, and is a native and resident of New York city.

WILLIAM H. STINER & SON, Custom House, Forwarding and Commission Brokers, Nos. 17 and 19 William Street.—This concern is an old one, having been established in 1877, under the firm-name of Nichols & Stiner, and was changed to the present in 1883. It is the accredited representative of many of the largest European houses transacting business here, and forwards on their behalf every variety of foreign or domestic merchandise to all parts of the globe. Messrs. Stiner & Son relieve the importer and consignee of every detail of custom house work, attending to all the perplexing points of routine and red tape in which the business of that great government department is enmeshed. Evidence is given of the wide line of patronage they enjoy from the importers of the city in the activity uniformly prevailing in their large offices, which occupy commodious quarters on the second floor of the building, and give occupation to fifteen clerks. Mr. Stiner has had a career of active usefulness, and is widely known outside of his present business. During the War of the Rebellion he earned distinction as a special war correspondent of the "New York Herald," and after the cessation of hostilities, from 1865 to 1867, he represented that paper at Fortress Monroe, Va., during the incarceration of Jefferson Davis, the ex-president of the Confederate States. He continued to earn fame as a journalist, and in 1874 he was one of the incorporators of the New York Press Club, of which he is still an active and popular member. He was a trustee of the club during the first year of its existence, and has been elected to that honorable position on repeated subsequent occasions, as well as to the responsible office of treasurer of the institution, which he held for nine years. Both the Messrs. Stiner are popular men, alert and active in mind and body, and their society is highly prized in all relations of life.

NESMITH BROTHERS, Warehousemen, No. 28 South Street.—The warehouse business at this port is a very large field of enterprise, owing to the vast quantities of foreign merchandise imported here to be stored in bond. The warehouses are mostly located in Brooklyn, but the firms to which they pertain conduct their business transactions in New York. A prominent instance is that of Nesmith Brothers, which firm was established in 1893, and who control the spacious Empire Stores in Brooklyn, between the Catharine and Fulton Ferries, and also have a large yard, for the storage of mahogany, cedar and other fine woods at West, Eagle and Freeman Streets, Greenpoint, in the same city. The special line of merchandise in which this firm interests itself, is non-fiber goods, and their warehouses and yard are constantly filled. The largest log of mahogany ever imported into the United States was received at Messrs. Nesmith Brothers' mahogany and cedar yard, Greenpoint, N. Y., on the schooner Laguna of Port Jefferson, N. Y. The log, measuring 44 feet 6 inches long, 60 inches by 56 inches at the base and weighing 21.66 tons, was felled in the Sierra Chisee, in Guatemala, and floated down the Rio de la Pasion and Rio Usnucanto to Laguna, Mexico, a distance of over 300 miles. It was to have been sent to the World's Fair, but all vessels refused to carry it. After lying at Laguna over a year the log was sawed in two and Captain S. S. Bayles took it aboard his vessel and brought it to this city, where it was inspected and measured. A fair idea of the enormous size of this block may be obtained from the engraving, which represents it after it was cut in two for delivery and shows only about half its original length. Those who have a fancy for inviting their friends to stretch their legs under their own mahogany would here have a chance of procuring a table 22 feet 6 inches long and 5 feet wide, made of one solid piece, at which thirty-two guests could be seated without crowding.



Twenty-eight such tables each two inches thick could be cut from this magnificent piece of wood. The Messrs. Nesmith are young men, natives of New York, and residents of Brooklyn. Thoroughly familiar with commercial affairs, they are held in high regard by importers generally, and control a wide line of business patronage. In addition to their occupation of warehousemen they have an extensive trade as carriers, transferring goods to and from railroads and wharves, and forwarding merchandise of all kinds to its destination.

EDWARD PERRY & CO., Direct Steamer Service to India, China and Japan, No. 69 Wall Street.—The vast trade between this city and the Orient is conspicuously represented by the house of Edward Perry & Co., who conduct a direct steamship service from New York to India, China and Japan, via the ports of the Red Sea. This firm furnish the shortest route to all the important points in the countries above specified, while it worthily maintains the lead in everything that appertains to quick transportation and safe delivery of freight consigned to it. Its steamers sail to the ports of Hodeidah, Aden and Bombay,

stopping when necessary to discharge cargo at Port Said; and to Hong Kong, Shanghai, Niogo and Yokohama. The traffic controlled by Messrs. Perry & Co. is very large, embracing all kinds of merchandise that is interchanged between this country and the ports of the far East, the predominant line of goods shipped from this point being oils, dry goods, railroad material, etc. The business was established in 1877, and the firm speedily acquired a reputation for despatch and enterprise which placed it in the front rank of shipping houses in this city. Among the features for which the house has become justly celebrated are the extreme care manifested in the navigation of its ships and the skill and high standing of the

masters of the vessels it controls. The prime considerations are celerity and safety, and the captains of these steamers are vigilant and untiring in discharging the onerous duties devolving upon them. The freight is handled and carried at low rates and insurance is secured on most reasonable and satisfactory terms. Mr. Perry was brought up from the beginning of his commercial career to the China and India trade, and is thoroughly familiar with every detail of it.

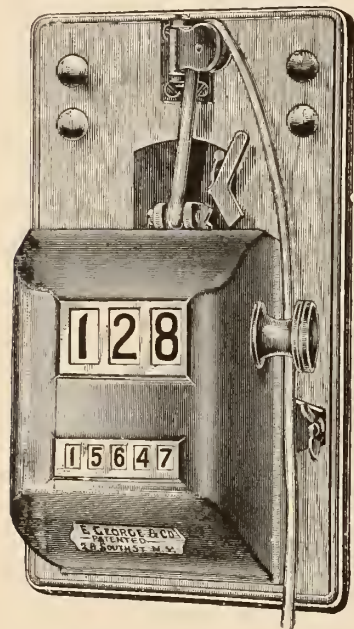
JAMES E. BRETT, Shipping and Commission Merchant, No. 84 Broad Street.—One hundred odd years of continued prosperity sums up, in brief, the history of the well-known house of James E. Brett, shipping and commission merchant. It is the oldest in its line in the United States, and maintains an A1 standing in commercial and maritime circles. The business was established by Francis Brett, grandfather of the present proprietor, and later the firm-name became Brett & Schenck, who were succeeded in turn by Brett, Vose & Co., and Brett, Son & Co. Martin W. Brett, then the senior partner, died in 1884, when his son, James E. Brett, assumed sole control, and has since conducted the business alone, with uninterrupted success. Mr. Brett is a native New Yorker and comes of a family prominently identified with the shipping interests of this port for several generations. He is a man of integrity of character, of energy and experience, and is held in high estimation, both as a citizen and a merchant. He is an active member of the Produce Exchange and the Maritime Exchange, and belongs to the St. Nicholas Society and the New York Yacht Club. Mr. Brett has a commodious office on the second floor, and employs a number of clerks. He is extensively engaged in trade with India, the West Indies and South America, and is interested in some thirty vessels. He charters, clears, enters and fits out sailing ships for all ports, and receives consignments. Cargo is handled in the most expeditious and careful manner, merchandise is bought and shipped, on order, and commissions are promptly and reliably executed. At one time, when the American merchant marine swept the seas the world over, this time-honored house had nearly 200 (to be exact, 198) vessels in commission.

J. A. PAULI & CO., Commission Merchants, No. 15 South William Street.—This is a well-known and a prominent firm. The house has been in existence for forty-two years, and has had a prosperous career. It was established in 1852, by the present senior member, who conducted the business alone up to 1885, when he took his son, H. G. Pauli, into partnership. Mr. Pauli, the elder, is a native of Bremen, Germany, and has resided in Brooklyn since 1849, and his son was born there. Both are men of thorough experience, and well and favorably known in commercial and maritime circles. Messrs. Pauli export American products to the West Indies and South America, and import coffee, dyestuffs and various

other articles from the countries named. They handle general merchandise, exports and imports, and have a flourishing trade with Spanish American countries. They have a spacious and well-ordered office, and employ half a dozen clerks, etc., and possess unexcelled facilities for executing commissions, and all business intrusted to this reliable firm will be attended to in the most careful, prompt and faithful manner. Merchandise is purchased and shipped, on order, on short notice, and West Indian and South American products are imported, on commission, for New York houses and out-of-town concerns in the most expeditious manner.

THOMAS J. OWEN & CO., Commission Merchants, No. 65 South Street.—There is no doubt that the commission business of this great metropolis in its several departments, presents a field for the exercise of business enterprise fully equal to any other commercial interest, and the energy displayed by those engaged in it is evidence that in this line of trade will be found many of our most reliable and prosperous business men. A well-known and long-time established house devoted to this trade, and one that has been in existence for over three score years, with an unsullied record during the entire period for honorable, liberal business methods, is that of Messrs. Thomas J. Owen & Co., which in consequence of its long successful career is well worthy of more than passing mention in a work of this character. This well-known house was founded originally in 1830 by Messrs. Henry Holt and Thomas Owen, as flour merchants, and for many years was carried on as such with great success and a constantly increasing patronage, and subsequently they began a regular commission business, dealing in Cuban and Central American products. After the death of Mr. Holt, his partner became sole proprietor, and later admitted his son, Thomas J., to partnership as Thomas Owen & Son, under whose energetic management the trade continued to increase in volume and importance. Mr. Owen, Sr., retired from the business in 1861, and was succeeded by his son, Thomas J., in the management. In 1881 both father and son died and the widow of the latter with her son, Francis T., along with Mr. Charles A. Gilbert, who had been a member of the firm for some time, succeeded to the business. During all these years the business was constantly increasing, and to-day it enjoys a most enviable patronage and reputation. The trade is strictly commission and is derived principally from the West India islands and Central America, and consists chiefly of crude sugars, molasses, tobacco, mahogany, cedar, logwood and other expensive woods. Having superior connections with consumers and dealers in this country they are in a position to place all their consignments to the best advantage possible for both shippers and producers. Mr. F. T. Owen is a young man, a native of this State and resident of Sheffield, Mass., while Mr. Gilbert is in the full prime of life, also a native of this State and resident of Brooklyn. Both are energetic, wide-awake and honorable gentlemen, and are highly respected in social and commercial circles.

E. GEORGE & CO., Ship Stores, Ship Machinery and Steamship Supplies, No. 28 South Street.—Among the dealers in ship stores, ship machinery and steamship supplies, Messrs. E. George & Co. stand concededly foremost in the list as regards experience, facilities, connections and extent of business. The concern was established in 1874, under the firm-name of Burhans, Thayer & George. In 1875, the



retirement of Mr. Thayer changed the title to Burhans & George. In 1882, Mr. Burhans retired from the firm and Mr. H. A. Kessel was admitted to partnership, when the present firm-name was adopted. In 1888, Mr. E. George, Junior, was admitted to the firm. Messrs. E. George & Co. carry a very large stock of all sorts of ship machinery, ship stores, engineers' supplies and chandlery. They occupy four stories of their building, which is 25 x 100 feet. They are sole agents for Albert Russell & Sons' ship pumps and machinery, and for Edson's patent Diaphragm pumps. They are also agents for several manufacturers of specialties. With these ample facilities they are prepared to furnish vessels promptly with supplies of every description and at prices that will meet any competition. In addition to their home trade, the house has an extensive foreign business in the ex-

porting of machinery and railroad supplies. They have erected several plants in the West Indies, and make a specialty of furnishing specifications and contracting for complete plants of every description. Among the improvements Messrs. E. George & Co. have placed on the market we illustrate a new register for tallying coal and freight of every sort. It possesses many advantages as a counting machine and is especially designed to secure shippers and importers against the losses they are subjected to in loading and discharging cargoes by verbal count or pencil tally. The register is light, compact and durable, and absolutely reliable in its operation. It not only registers the number of packages on each delivery; but also registers the total number of packages delivered to and from the vessel. It is arranged so that the operator can return the main train of

numerals to zero, after each truck or ear load is delivered, and as a check against, and for the detection of, any tampering with the register, the lower train or totalizer cannot be set back by the operator. A large number of these machines are now in use and bid fair to be generally adopted in shipping circles.

J. H. WINCHESTER & CO., Steamship Agents and Ship Brokers, Nos. 60 and 62 New Street.—It is plainly evident that the steamship agency and ship brokerage business of so great a maritime port as New York, presents a field for the exercise of business talents second to no other commercial industry, and it is an undisputed fact that the energy displayed by those who are engaged in this particular branch of trade and commerce has done much toward developing the immense commercial importance of the city. Engaged in the business are many of our most prominent and reliable citizens, while vast amounts of capital and labor are employed in it. An eminently popular, progressive and long established house, deserving of more than passing mention is that of Messrs. J. H. Winchester & Co. This old and responsible concern was founded originally in 1867, by Messrs. J. H. Winchester and Henry Leeds, under the firm title of Winchester & Leeds, and in 1868 the latter retired and Mr. Winchester carried it on with great enterprise and success under the present firm-name until 1872, when Mr. Joseph C. Noyes became a partner, without any change of title. Mr. Winchester is a native of Maine and followed a seafaring life for thirty-one years, twenty-one of which he was commander of both sailing and steam ships from this port, while Mr. Noyes, who is also a native of Maine, has been in this business since 1870, and has been a resident of this city since that year. For a number of years they owned and controlled a line of vessels plying between the United States, West Indies and Brazil, but disposed of it and at the present time are largely interested in twenty-two steam and sailing vessels trading in all parts of the world. With such superior connections they are prepared to execute all orders for chartering steamers and sailing vessels, clearing and entering the same, effecting insurance on all kinds of merchandise, and making contracts for the shipping and receiving of freight at the very lowest rates. They are also owners of large sailing vessels that are engaged in foreign trade, and a specialty is made of the East Indian and Pacific ocean commerce, while of late years particular attention has been given to steam sugar chartering from Brazil, Cuba, Porto Rico and the Windward Islands. Their offices are amply spacious and are very neatly appointed, with every facility and convenience for the transaction of business. Both members of the firm belong to the Maritime and Produce Exchanges and are highly respected by all with whom they have any business transactions. Mr. Winchester was for many years a director of the Marine Exchange, and Mr. Noyes is now one of the committee on Steamship Affairs of the Produce Exchange.

PIZA, NEPIEWS & CO., Shipping and Commission Merchants, No. 18 Broadway.—This house has been in successful operation for upwards of fifteen years, and operates branches in Paris, whose existence date back thirty-five years, and in Panama. The business consists chiefly in the handling, on commission, of all kinds of merchandise; more especially coffee, rubber, cocobola wood, hides, skins, ivory, nuts, pearl shells and various tropical and semi-tropical merchandise. In all these goods a large and flourishing business is transacted, being the direct result of the sound business methods upon which the house is conducted, its skill in dealing with goods in the most expeditious and satisfactory manner, and its many facilities for obtaining direct from manufacturers and producers the various merchandise handled and for its disposal in safe and proper channels. These advantages, based upon long practical experience and sound discretion, and pursued consecutively for many years have accrued to the house an enduring support from both purchasers and sellers in all parts of the world, particularly throughout North and South America. This firm also do a general banking business at each office, as well as deal in foreign exchange; while as shipping agents they charter vessels and cargoes. The trade is large and influential throughout Central and South America and on the Isthmus of Panama, and the business now controlled from this port is mainly attributable to the highly efficient manner in which the affairs of this office are managed by Messrs. Joshua Piza and Joshua J. Lindo, the resident partners, who bear an unsullied record as merchants and business men.

JOHAN J. KANT, Freight and Custom House Broker, Commission Merchant and Forwarding Agent, Columbia Building, No. 29 Broadway.—Mr. John J. Kant, the enterprising freight and custom-house broker, is a gentleman in the full prime of life, active and energetic. He was born in Russia and has been in this city for a number of years. He is a man of thorough experience in the line in which he is engaged, and is practically conversant with every feature and detail of the business. He bears an excellent reputation for integrity and reliability, and is well and favorably known in maritime and commercial circles. He was charterer of the steamer Leo, which sailed from New York for St. Petersburg in June, 1892, with a cargo of provisions for the famine-stricken Russian peasants. Mr. Kant has been established four years, and has been very prosperous from the start. He is commission merchant and forwarding agent, and conducts a shipping and custom-house agency. He charters and insures vessels, and issues through bills of lading to and from all parts of the world. He is purchasing agent for foreign and American houses, and can execute commissions for the purchase and shipment of merchandise on short notice. Mr. Kant procures clearance papers for vessels, attends to all custom-house affairs, forwards goods to destination

upon arrival at this port, and obtains and ships freight to all parts of the globe. All orders receive prompt and personal attention, and all business intrusted to this gentleman will be handled in the most careful and satisfactory manner.

THE MORRIS EUROPEAN and AMERICAN EXPRESS COMPANY, Limited, Nos. 18 and 20 Broadway.—This is the leading and most widely known concern of its kind in the United States. Its connections extend all over the world, and its facilities are unequalled. Mr. Wm. O. Hempstead is president, and Messrs. O. G. Hempstead & Son are agents in Philadelphia. The principal European branches are at Liverpool, London, Paris, Bremen, Hamburg and Antwerp, and there are agencies throughout the globe. This flourishing enterprise had inception in 1858. The business was established by L. W. Morris, and later the firm-name became L. W. Morris & Son, who were succeeded in 1891 by the Morris European and American Express Company, Limited. They receive from and forward to all parts of the globe, merchandise, machinery, works of art, luggage, parcels and miscellaneous packages, and are prepared to attend to custom-house brokerage in all its branches. Goods are carefully handled and forwarded with despatch, and the charges are reasonable. Heavy freights are shipped by this company from Europe to New York and Western points, and through bills of lading are issued. An efficient staff is employed in this city and all orders receive immediate attention.

RAMON V. WILLIAMS & CO., The Mexican, Havana & Hidalgo Express and General Shipping Agency, No. 35 Broadway.—The importing and exporting business transacted between the United States and Cuba, Mexico and the West Indies, is regarded as one of the most important fields of commercial endeavor, and the steamship service between these countries leaves little room for improvement. In the transmission of freight very few companies have attained the prominence enjoyed by The Mexican, Havana and Hidalgo Express and General Shipping Agency, which conducts a general express and freight business between all points in America and the principal ports of Cuba, Mexico and the West Indies. The agency was established in 1890, and offered such unsurpassed shipping facilities that shippers at once extended the enterprise a liberal share of their patronage. This agency operates on a broad and extensive basis; acting as correspondents, insurance agents and performing all business with promptness and dispatch. The trade is derived chiefly from large exporting and importing houses throughout this and other countries. Full particulars are furnished on application and satisfaction guaranteed.

CHARLES G. HANKS & CO., General Forwarding Agents, Ship and Custom House Brokers, No. 58 William Street, Corner Pine Street.—The custom house broker and forwarding agent plays a most important part in the industries of the present day. He is the connecting link between the importer and the officer of the government entrusted with the collection of import duties, saving the former a vast amount of valuable time, annoyance and troublesome delays. A leading firm in this line is that of Messrs. Charles G. Hanks & Co. This firm are general forwarding agents, ship and custom house brokers, and have been established in the business here since 1866. With a large experience in this branch of commerce and with the intricacies connected with the passing of dutiable goods through the customs, they have developed a very large patronage, which includes many of the most extensive importing houses in this and other large cities throughout the United States. They make a specialty of handling through the custom house imports and exports on behalf of city and out-of-town firms, while they forward goods to their destination by any route desired, take out bills of lading, and handle merchandise of all kinds. They are likewise prepared to receive packages and express them to all parts of the world; and act as notary public specially authorized to administer declarations on custom house entries. Correspondents and agents are located at all the principal ports, and orders by telephone, "2577 Cortlandt," by telegraph or mail receive immediate and careful attention in all cases. The copartners, Messrs. Charles G. Hanks and Henry H. Good, are native New Yorkers and wide-awake, energetic and sagacious business men.

McWILLIAMS BROS., Towing and Freightage to Providence and all Intermediate Points, Washington Building, No. 1 Broadway.—A large amount of business is transacted on New York harbor in the towing and freightage line by McWilliams Bros., whose offices are located as above, telephone call "1303 Cortlandt"; Lehigh Valley Coal Dock, foot of Hudson Street, Jersey City, telephone call, "147, J. C."; and No. 16 Hamilton Street, New Haven. The business was founded over thirty years ago in New York, and the New Haven office has been opened twenty years. The members of the firm, Messrs. Daniel and Charles McWilliams, were born in Pottsville, Pa., and have been identified from youth with the towing and transportation industry. Mr. Daniel McWilliams lives in Jersey City, his brother in New Haven, and the New York office is under the management of Mr. C. E. McWilliams, son of Daniel, and an energetic, popularly known young business man. The firm own sixty-three boats and barges and six fine tug boats, the latter being the A. P. Skidmore, Thos. Purcell, Jr., Charles McWilliams, U. S. Grant, May McWilliams and M. Vandercook. A general line of towing and freightage is carried on between New York and Providence and all intermediate points, and prompt, satisfactory services are assured. Mr. Daniel McWilliams is the best-known

man in this line of business, always having been the promoter of every new enterprise and the head and director of the numerous departments connected with the firm's business.

TICE TOWING LINE, Washington Building, No. 1 Broadway.—A prominent house engaged in this line is that of the Tice Towing Line, which is well known to captains and sea-faring men for the trustworthiness of its service. This business was established sixteen years ago by the present owners, Messrs. Walter J., George S. and Chas. O. Tice, brothers, and under their able, enterprising management a signal success has been achieved, and the firm operate at all points in New York harbor and along Long Island Sound. Four powerful tugs belong to the line. These are the Walter J. Tice, Charles E. Soper, R. H. Williams, Jr. and Archey Crossman. Orders may be given at any hour of the day or night, and a prompt response is always assured. Punctuality is essential to the tow-boat business and the Messrs. Tice have made that principle their guide in all transactions, and the continued success which has attended them is only the just reward for their integrity and ability.

MINER & FERGUSON, Towing, New York Office, No. 16 Beaver Street.—A successful and highly popular house engaged in towing on the harbor and Long Island Sound is that owned and controlled by Messrs. Stanley H. Miner and Captain F. Ferguson. These gentlemen are both natives and residents of Brooklyn. The towing business was established ten years ago by Captain Ferguson, and six years later Mr. Miner became his partner. Mr. Miner has for the past ten years been an inspector of piles, timber and lumber, and possesses an expert practical knowledge of his vocation. The firm are owners of two fine tugs, the "John Smith" and the "Alfred J. Murray." A general towing business is carried on, a leading specialty being made of the towing of piles and timber, and the trade of the house extends to all points between New York, New Jersey and Connecticut.

BARRETT TOWING LINE, No. 58 West Street.—This business was inaugurated some twenty-seven years ago by Captain Jacob Hennion and Edward E. Barrett, and in 1888 they were succeeded by Captain Richard J. Barrett, son of Edward E. Barrett, under the name and style of the Barrett Towing Line. Capt. Barrett was born in New York city, and has had twelve years' practical experience as a pilot in New York harbor and along the coast. He is well known to steamship commanders and ship captains and enjoys an excellent reputation as a reliable pilot and upright business man. He is owner of two fine, powerful tugs, the R. J. Barrett and the Wendell Goodwin, and conducts a general towing business, making a specialty of steamship work. His charges are uniformly reasonable, while satisfactory services are assured in all cases.

LUNHAM & MOORE, Freight Brokers, Marine Insurance and Forwarding Agents, Nos. 15-25 Whitehall Street.—This firm was established fourteen years ago by William Lunham, on his own account, Mr. Walter Moore having entered the partnership in 1891. They are freight brokers and marine insurance and forwarding agents, with their own office at No. 101 Leadenhall Street, London, England, and several in Great Britain and on the Continent of Europe. With an extensive acquaintance in the commercial world and an established reputation for correct and straightforward business methods, they control a trade of great magnitude, exporting cotton, grain, provisions, live stock, and all kinds of American merchandise and productions to every portion of the world having commercial relations with the United States, Great Britain and Australia being their special fields of enterprise. In their offices in Whitehall Street they employ thirteen clerks. The several agencies of the house are Simpson, Mackirdy & Co., Liverpool; Louis Ritz & Co., Hamburg; Kennedy, Hunter & Co., Antwerp; Heinrich Becker, Bremen; Earle & Massey, Chicago. Their office in London, just opened, is to meet the demand for the forwarding business through that city, which has become such as to need personal attention, and also to act as freight and passenger agents for the Old Dominion Steamship Company, for the booking of freight and passengers to all points South and West. Rates are named on goods delivered in any part of the world, and to the very door of the consignee. Mr. Lunham is of English birth, but has resided in New York for the past twenty-four years, during the whole of which period he has been connected with the trade he is now engaged in. Mr. Moore is a New Yorker, and has been associated with the firm for the past fourteen years. Both gentlemen are popular members of the New York Produce Exchange.

JOHAN OLSEN, Sailmaker, No. 146 Front Street, Near Maiden Lane.—The trade of the sailmaker is carried on with much vigor in New York, and among the leading exponents of it stands Mr. John Olsen, who has a large permanent and transient patronage, steadily growing apace with years. Mr. Olsen was born in Norway, and came to this country when a young man, forty-two years ago. He learned his trade here under the best and most competent instructors, and embarked in business for himself in 1878. The premises utilized by him comprise one floor of a building, 20 x 65 feet in dimensions, near the water front, and are admirably adapted for the purposes of this business. They are equipped with all requisite tools and appliances and some seven workmen are here steadily employed. Mr. Olsen makes to order sails of any size, style, or variety, in the most expeditious and superior manner; he also manufactures awnings, tents, horse and wagon covers, canvas goods, etc. A large and varied assortment is constantly carried in stock, and are sold at lowest figures. Mr. Olsen is ably assisted by his son, Theodore Olsen, a native of New York, and now, like his father, a resident of Brooklyn, and who is a popular member the South Brooklyn Pleasure Club.

S.HEMMENWAY & SON, Sailmakers, Tents, Flags, Awnings, No. 60 South Street.—This flourishing concern was established in 1830 by an uncle of the present proprietor, Mr. S. Hemmenway, who succeeded to the ownership twenty-five years ago. Mr. Hemmenway is a sailmaker, his business, however, embracing the making of tents, flags, awnings, camp furniture, canvas covers, etc. His connection is of extensive and highly valuable character, embracing a large share of the shipping trade of this port. The tent making branch of the business is noteworthy from the fact that the firm supplies all the tents used in the camp meeting seasons, and for other gatherings at Asbury Park and Ocean Grove, New Jersey, a business in itself of very significant proportions. Mr. S. Hemmenway, who is in the prime of life, is a native of Massachusetts. He resides at Asbury Park, N. J., where he conducts the business of a branch factory, principally occupied in the construction and repairing of tents for use on the occasions above alluded to. He is an active member of the Masonic Fraternity. His son and partner, Mr. C. F. Hemmenway, was also born in Massachusetts. He resides in New York city and has charge of the business at this point. Two lofts are occupied here, one 25 x 100 feet in area, and the other 40 x 45 feet. Twelve men and seven women are employed in these establishments the whole year round. The junior Mr. Hemmenway was brought up practically in his father's business and is thoroughly the master of all its details.

S.NIELSEN & CO., Steamship Tickets, Railroad Tickets, Foreign Exchange, Etc., No. 30 State Street.—Among the most reliable and popular foreign agencies we find that of Messrs. S. Nielsen & Co. Mr. Nielsen was born in Denmark, coming to this city some twenty-five years ago, and prior to founding his present business was the manager of the passenger department of the American Emigrant Company. In November, 1893, he formed a partnership, under the firm-name of S. Nielsen & Co., with Mr. G. H. Lundbeck, a Swede by birth, and who had also been connected with the same company during eight of the thirteen years that he has resided here. The new firm took over the exchange and ticket business which had lately been abandoned by the American Emigrant Company, instituting therein new and improved methods of management, such as could not fail to secure to them the perfect confidence of the public. The firm have ample capital besides the partners' personal property, to protect all their transactions, and their financial standing is of the highest. Messrs. Nielsen & Co. are agents for the White Star, Cunard, American, Anchor, Hamburg-American, Scandia and Thingvalla transatlantic lines, all the coast lines, etc. They issue steamship tickets to and from Europe, especially the Scandinavian countries, also railroad tickets to all parts of the United States. Drafts and money transfers are issued on Sweden, Norway, Denmark, Finland and other European countries, and foreign coin and paper money are exchanged.

SCULLY TOWING AND TRANSPORTATION LINE, Room 190, 8th Floor, No. 1 Broadway.—This line was founded in 1868, by John Scully, at South Amboy, where he still resides, while his interests in this city are managed by his son, T. J. Scully. The business consists in towing and transportation to and from South Amboy, Port Johnson, Elizabethport and vicinity, and Eastern towing and transportation to and from Newport, Fall River, Somerset, Providence and intermediate points. The towing is done by steamers Jos. Stickney, T. J. Scully, Sen. D. C. Chase, E. A. Packer and Mary Ann; while fourteen large and thirty-one small barges are used for coal, iron, sand, gravel and other heavy freight in bulk. Mr. Scully is also engaged as shipper of coal for Stickney, Conyngham & Co., and is proprietor of the Wyoming piers at South Amboy, where he has been the principal shipper for a quarter of a century. Engagements are invariably met at the time agreed upon, and contracts and commissions are fulfilled with scrupulous care and promptness. The tariff of rates is fair and satisfactory to patrons, and the business is in a thoroughly healthy and flourishing condition. Mr. John Scully is a well-known member of the Maritime Exchange, and both he and his son stand deservedly high in business and shipping circles.

WILLIAM FOX, General Freightling and Transportation, Room No. 74, No. 1 Broadway.—In the freightling and transportation traffic of New York none sustain a more reputable name for reliability or integrity than Mr. William Fox. Since Mr. Fox established this business he has built up an extensive, most desirable patronage. The fleet owned by him consists of twelve boats, barges and scows of ample tonnage capacity. A specialty is made of transporting lumber and coal to all points in New York harbor, up to Albany, and along the Sound to New Haven, Bridgeport, New London, etc. The lowest freight rates are charged. Mr. Fox is a resident of New Brunswick, N. J., and fully merits the prosperity his enterprise has achieved.

S. L. SAVILLE, Lighterage and Transportation, Rooms 7 and 8, Nos. 104 John and 11 Platt Streets.—For many years the gentleman whose name heads this sketch was prominently identified with lighterage and transportation in and around New York. He was one of the best known men engaged in the line indicated in the harbor, and by untiring energy and well-directed effort succeeded in building up a very large and prosperous patronage. He died in 1884, and was succeeded by his son, Geo. S. Saville. He has twenty lighters in commission, and his facilities are unsurpassed. The offices are connected by telephone, call "291 Cortlandt." Consignments are solicited for harbor delivery or trans-shipment to Eastern or foreign ports. Freight and cargoes are carefully and promptly transported to and from all points in the harbor and

the East and North Rivers around the city; and special attention is given to the lighterage of elevated railroad and bridge material, cars, locomotives, boilers and heavy machinery.

FRANK McWILLIAMS, General Freightling, Room 126, No. 1 Broadway.—This gentleman established business twenty years ago, and has since successfully directed a large, first-class and constantly increasing trade. Mr. McWilliams owns fourteen boats and barges of ample tonnage, and transacts a general business in transporting freight to all points along the harbor and Long Island Sound, a specialty being made of carrying coal, iron, ice, salt, sand, and other heavy commodities. All goods are forwarded to their destination without delay. Mr. McWilliams was born in Pennsylvania, and is prominently known in business circles, and is a partner in the firm of McWilliams, Burlee & Co., ship builders, of Port Richmond, Staten Island, who make a specialty of building coal barges suitable for discharging by steam shovels.

GEORGE M. MORRELL, General Freightling and Transportation, Room No. 74, No. 1 Broadway.—This business was inaugurated some twenty years ago by Mr. Morrell, and his thorough knowledge of the requirements of the industry, and his ability to promptly meet all demands, resulted in the upbuilding of a large, permanent and first-class trade, extending from New York harbor through Long Island Sound to New London, Conn. Boats of all kinds are furnished at short notice, contracts are made for the season, and general freightling and transportation to all points is satisfactorily attended to. Mr. Morrell was born in Camden, N. J., resides in Elizabeth, N. J., where he was for eight years a coal merchant, and wherever known he commands esteem.

JAMES McWILLIAMS, Blue Line Towing and Freightling, Room 11, Washington Building, No. 1 Broadway.—The founder of the oldest concern engaged in the towing and transportation industry here is Mr. James McWilliams, proprietor of the Blue Line Towing and Freightling, who has his office in the Washington Building. This gentleman was born in Pennsylvania, and entered the coal business when a boy. He also boated on the Schuylkill river, and thus has from youth been identified with his present vocation. He established business twenty four years ago, and since then has conducted a flourishing trade. Mr. McWilliams owns thirty boats and barges, and four fine tugs, viz: the Gen. A. E. Burnside, Zouave, Olive Baker and Belle McWilliams. A general business is carried on in towing vessels on their arrival at or departure from port, and in freightling coal, iron, cement, lime, brick, etc. Captain McWilliams also has a coal pocket at which to anchor his own tug boats, located at Hammond's flats on Long Island Sound near Fort Schuyler.

STRUTHERS, WELLS & CO., Manufacturers of Horizontal and Vertical Engines and Boilers, Tanks, Tank Cars, Agitators and Stills, J. F. Mallory, Manager, No. 141 Liberty Street.—New York has the most perfect facilities in the great staple lines of engines, boilers and oil well supplies through the medium of the able and enterprising house of Struthers, Wells & Co., of Warren, Pa., whose New York office is located as above. This firm are extensive manufacturers of horizontal and vertical engines and boilers, tanks, tank cars, agitators and stills; oil and artesian wells, saw and shingle mill machinery, tannery and general machinery, water towers of every description, pulleys, shafting and gearing; and general foundry and machine shop work. The business was founded in 1851, and the house has achieved the most enviable of reputations throughout the greatest and most critical engine and boiler-using section of the continent. The firm is the strongest and ablest in its line, the partners bringing to bear the widest range of practical experience, sound judgment and thorough knowledge of the wants of the machinery, coal, iron and oil-producing interests of the country. They operate a very large and well-equipped plant, and give steady employment to 200 skilled hands. They have an especially large and influential trade in New York, New Jersey and New England, and also export large quantities of supplies to Canada, South America, Mexico and the West Indies. Their New York office was opened in 1891, and is under the management of Mr. J. F. Mallory, a practical machinist, who is a recognized authority in this branch of trade, and is in a position to give invariable satisfaction to patrons in quality of goods, liberality of terms and prices, and the promptness with which all orders are filled. Work is built on specification, and all transactions are placed on a sound and substantial basis.

ROSS & HAILEY, Manufacturing Electricians, No. 35 Centre Street.—This firm established their business here as manufacturing electricians in 1894, and make a leading specialty of expert work and repairs, in which they have already won a deservedly high reputation for promptness, efficiency and reliability. Limits of space prevent any detailed account of their many important undertakings and contracts, all of which they have carried to a successful issue, but suffice it to say that their talents and abilities have been duly appreciated by the public, who have endorsed their work. Their services are in steady and increasing demand in the cities of New York, Brooklyn, Jersey City, Newark, Trenton, Elizabeth, Long Island City, Yonkers, and elsewhere throughout the States of New York and New Jersey. The co-partners, Messrs. F. C. Ross and R. L. Hailey, are gentlemen who have acquired a thorough scientific training and entered upon their calling with a perfect knowledge of the profession and an understanding of the exacting demands of the public. Mr. Ross is a native of New Jersey, and a resident of Ocean Grove; an expert and practical electrician, manager of the Eddy Electric Manufacturing Company,

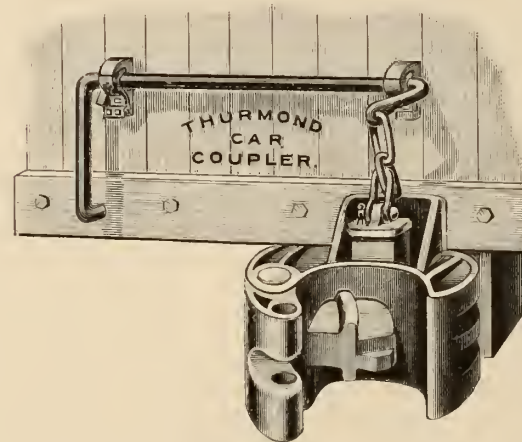
and a member of the F. and A. M., and American Legion of Honor. Mr. Hailey was born in New Orleans, and is an electrician of high repute, a member of the I. O. O. F., and Sons of St. George, and a citizen of New York.

AMERICAN RAILWAY MAINTENANCE SYNDICATE, No. 143 Liberty Street.—This concern, as its name indicates, was organized for manufacturing, buying and selling supplies for the maintenance of way of steam and street railways, the staple specialties it produces being frogs, crossings, switches, steel ties, etc. The Syndicate was incorporated in 1893, under the laws of the State of New Jersey, with a capital stock of \$500,000. It has secured valuable property and is erecting extensive works at Trenton Junction, New Jersey, where upwards of 350 employees will be steadily engaged, and its business transactions will extend throughout the United States, and also to Mexico, Central America, South America, and, in fact, all foreign countries. The principal offices are in New York, at the location given above, and are under the charge of Mr. J. L. Bowles, the vice-president and general manager of the company, a railway expert, who, previous to his present connection, had had eleven years' experience in the service of the New York, Lake Erie & Western Railroad and the Philadelphia & Reading Railroad Companies. Among the leading productions of the Syndicate, they manufacture as specialties the Stewart Patent Improved Railway Switch, a device that during the four years that have elapsed since its introduction has given perfect satisfaction to two of the principal railway systems in the United States—namely, the Illinois Central Railway and the Chicago, Rock Island & Pacific Railroad, who have used it in various situations where it has received the most severe test; Morden's Solid Point Steel Frogs, which have been largely used on Western railways, and manufactured by the Morden Frog and Crossing Works of Chicago, are controlled by this Syndicate in the New England, Middle and Southern States, under an assignment of the patents for the territory named. The subject of metallic ties, which has been considered seriously by the railroad managers of this and other countries, has been taken up by this Syndicate, and they now control the only complete steel tie ever constructed for general railway use. They render lateral displacement of the rails, either on tangent or curve, an impossible occurrence, and are also an almost perfect preventive of rail creeping. They are adapted to every form and situation of railroad. The Syndicate is about to close contract to furnish 5,000 tons of steel ties for shipment to South America, and has under consideration several large contracts for other foreign countries for ties and other railway devices. The Syndicate contemplate extending their business into the other departments of general railway supplies, especially electric railways. In this line they control the Webber Patent Car Wheel Brake and Combination Fender, which has been endorsed by some of the leading engineers of this vicinity, as well as railway officials in other localities.

B RIDGEPORT BRASS COMPANY, Chas. X. Cordier, Agent, Manufacturers of Sheet Brass and Copper, Rods and Wire, Seamless and Brazed Tubing, Brass, Copper and Iron Rivets and Burs, Kerosene Burners, Lamps, Lanterns and Trimmings, No. 19 Murray Street.—Prominent among the great industrial corporations of the United States which have, by permanently locating a branch in New York, added very materially to its influence as a source of supply, is the famous Bridgeport Brass Company of Bridgeport, Conn., whose New York office is located at No. 19 Murray Street. This company are extensive manufacturers of sheet brass and copper, rods and wire, seamless and brazed tubing, rivets and burs, the new Rochester lamp, search light bicycle lamps and bells, kerosene burners, and trimmings. The company was organized in 1865, and is now officered as follows, viz: C. M. Mitchell, president; Nelson M. Beach, secretary; Chas. A. Hamilton, treasurer and manager. The works at Bridgeport are among the largest of their kind in America or Europe, splendidly equipped with every modern facility for insuring rapid and perfect production, and give steady employment to 800 skilled workmen. The article now so widely known as hard drawn copper wire was first produced, perfected and named by this company. The earliest successful application of hard drawn copper wire for extensive telephonic service was made by the American Bell Telephone Company, in the construction of their metallic circuit between Boston and New York. The hard drawn copper wire furnished by the Bridgeport Brass Company for this line was the result of prolonged and careful experiments to determine the exact process and the best methods necessary for obtaining a copper wire that should possess the tensile strength of iron or steel wire, and at the same time maintain the high conductivity of soft copper wire; and to this day the fact is indisputable that the very best hard drawn copper wire is manufactured by the Bridgeport Brass Company. The recent practice of making copper wire by the methods and with the special machinery adapted to the manufacture of iron wire may be rapid and cheap, but does not produce a wire possessing the highest qualities of either temper, strength or conductivity. Many years of experience in the manufacture of copper wire has taught this house the peculiarities of this metal, and the manipulation necessary to give it hardness that is permanent, at the same time preserving the high conductivity necessary for effective service. A cent per pound saved by rapid production will in the end prove wasteful and extravagant in the construction of telephonic and telegraphic lines. The goods and specialties of this noted company are everywhere recognized as unsurpassed and rarely equaled for quality of materials, practical utility, fine finish and uniform excellence, and are in heavy and permanent demand, not only in all parts of the United States, but also in South and Central America, the West Indies, Mexico and other foreign ports. The New York office is under the able management of Mr. Chas. X. Cordier, a native New Yorker, who has been connected with this line of trade for several

years, being with the Manhattan Brass Company, Wallace & Sons, and Park Brothers & Co., Limited, previous to assuming the duties of his present position in 1891; and is greatly respected for his promptness and reliability. Mr. Cordier is a member of the Hardware Club and it was he who made the first hard drawn long distance telephone wire.

I SAAC G. JOHNSON & CO., Sole Lessees of Thurmond & McKeen Patents, Central Building, No. 143 Liberty Street.—The Thurmond Automatic car coupler for passenger and freight cars and locomotive tenders is manufactured by Messrs. Isaac G. Johnson & Co., as sole lessees. This firm are large manufacturers of malleable iron and steel castings, also thirteen and sixteen-inch cast-steel projectiles for the United States Government, the business here being managed by Mr. T. L. McKeen, as superintendent of car equipment. The couplers are all constructed on the Master



Car Builders' lines, and are made of the best malleable iron and steel. As an emergency coupler, this coupler ranks first. It has three separate places for coupling with the ordinary link and pin draw-bar, viz.: In mouth of knuckle, in pivot pin-hole, and in lock-hole. The method of inter-locking the knuckle and draw-head by flanges and grooves is essential and vital to this

type of coupler, and this company is the sole owner of this important feature. New equipment, having patent continuous platform, buffer and couplers of the M. C. B. pattern, can be furnished. Among roads using the Thurmond coupler are the Central Railroad of New Jersey, the Boston & Albany, the New York, Ontario & Western, the Cleveland, Cincinnati, Chicago & St. Louis, the Central Railroad of Georgia, the Lehigh Valley and others too numerous to mention here. Illustrated catalogues and all information mailed free. Mr. McKeen has made a careful study of the requirements of railway trains for the past ten years, and is the inventor of a link and pin coupler. He also perfected the Thurmond patent, and is recognized by the railway world as an expert authority in this industry.



* TRINIDAD LAKE ASPHALT PAVEMENT, PARK AVENUE—NEW YORK CITY.

BARBER ASPHALT PAVING COMPANY, Rooms Nos. 248-261 Washington Building, No. 1 Broadway.—Among the staple articles which are always in demand in the New York and other markets, there are few more important than asphalt pavements. This is extensively and preferably used in this and other cities for the pavement of streets, and the largest and leading contractors for asphalt street paving in the United States is The Barber Asphalt Paving Company, which lays the celebrated Trinidad Lake Asphalt pavement. This company was incorporated in 1883, under the laws of West Virginia and has a capital of \$3,000,000, and is officered as follows, viz: Col. F. V. Greene, president; Chas. K. Robinson, treasurer; J. C. Rock, secretary; F. J. Bristol, assistant-secretary. This company supplies genuine Trinidad Lake asphalt pavements, confining themselves exclusively to paving streets and roadways, and have laid nearly nine million square yards of this pavement, or over five hundred miles, in the forty cities where their pavement has been laid, extending from Boston on the north to New Orleans on the south, and as far west as Denver. Every variety of traffic and the extreme range of climate have been encountered. When laid with proper knowledge and care, the pavement has been uniformly successful. Its success under these widely varying conditions, its steady increase in popularity, both with those who drive on the streets and those whose horses front upon it, and the large amounts of it laid year by year, justify the company in calling it the standard pavement of America. All the pavements laid by this company are kept in perfect repair during a period of five years from date of completion without extra expense, whether the contracts so require it or not. This company's exhibits received the highest awards at the World's Columbian Exposition at Chicago. Branch offices are operated in forty different cities of the Union. Catalogues are sent and information given on application to No. 1 Broadway. The officers of this company are thoroughly enterprising and capable business men, eminently qualified for the direction of so extensive a business, and enjoy the esteem and confidence of a wide circle in the commercial world.

PHOENIX HORSE SHOE COMPANY, Manufacturers of Horse and Mule Shoes, No. 66 Reade Street.—The date at which horses were first shod with metal shoes has never been satisfactorily determined, although it is conceded to have been early in the world's history. Machinery, especially constructed for the purpose, has superseded to a great extent the manufacture of horse shoes by hand; and although there will be a certain proportion of shoes made by hand always used, a perfect machine-made shoe will constantly command a ready sale, because of the uniform shape, accurate fullering and punching, and because it saves both time and money. The Phoenix Horse Shoe Company, whose rolling mills and factories are at Poughkeepsie, N. Y., and Joliet, Ill., are manufacturing horse and mule shoes of perfect shape, finish and quality, and their mills and factories are actively engaged in filling orders from all parts of the country. Their shoes are pronounced by shoers in general to be superior to anything yet produced. They resemble exactly the most popular hand-made shoes, while being more uni-

formly reliable. The Phoenix shoe is of a standard quality, easily worked cold or hot, and is everywhere becoming the favorite. That the Phoenix shoes are the best yet produced is evidenced by the fact that a majority of manufacturers have tried to imitate them. This company is incorporated under the laws of Illinois, with a capital of \$1,500,000, and is officered as follows, viz: Chas. Miller,

president; C. H. Holton, treasurer; E. H. Miller, secretary. These gentlemen have carefully studied the subject of horse-shoeing in all its details, and have in the Phoenix shoes embodied the ideas of the most experienced and practical farriers and blacksmiths. The output of the works averages 1200 kegs per day, and employment is given to 400 men at Poughkeepsie and 250 at Joliet. The New York office is the headquarters of the company, and is presided over a good share of the time by President Mil-



PHOENIX HORSE SHOE Co's WORKS, JOLIET, ILL.

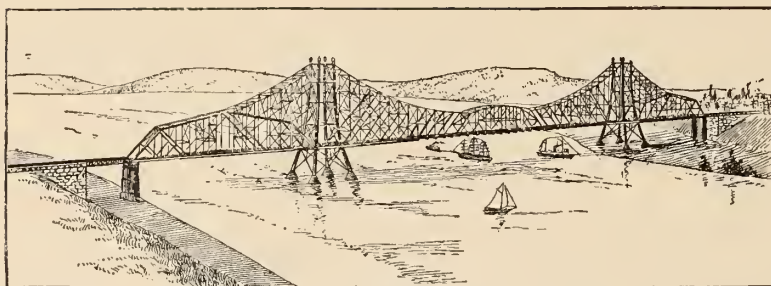
ler; while Treasurer Holton resides at Poughkeepsie and Secretary Miller at Joliet. All give the company the benefit of their practical knowledge and close personal attention, and are promoting its interests with energy, discrimination and brilliant success.

E. BISSELL, SON & CO., Auctioneers and Commission Merchants, Nos. 12 Murray Street and 15 Park Place.—A house that enjoys the eminent distinction of being the leader in its special field of enterprise in the metropolis is that of E. Bissell, Son & Co., auctioneers and commission merchants. This concern is known all over the United States, and its sales are attended by buyers from all the principal cities. The house was founded in 1863, by Mr. Eugene Bissell, the senior member of the firm. This gentleman was born in Soufield, Connecticut, and came to New York in 1856, taking up his permanent residence here and becoming thoroughly identified as an active figure in the commercial development of the community. He is a member of the Board of Governors of the Hardware Club, also a member of the Sons of the Revolution, and a war veteran of the Seventh and Ninth Regiments, N. G. S. N. Y., and commands the esteem of all who know him. In 1886 the firm of E. Bissell & Co. became consolidated with that of R. R. Haydock & Co., under the title of Haydock & Bissell, which continued up to July, 1893, when the present firm succeeded to the control, the copartners being Mr. Eugene Bissell, his son, Eugene V. N. Bissell, and Frank Van Name. The latter were born in New York, are energetic young business men, and popularly known in the community. The premises occupied by the firm comprise seven spacious floors, excellently equipped, and here a force of men is constantly kept busy unpacking and handling goods. The firm are general auctioneers of merchandise, making a leading specialty of china, cutlery, house furnishing goods, fancy goods, toys, bicycles and hardware. They make large sales for importers of china, glass, fancy goods and toys, as well as for all the leading cutlery, hardware and house furnishing goods and bicycle manufacturers in the United States. All sales are conducted upon the most equitable basis, and those who attend them find their interests promoted in the most substantial manner.

PEEERLESS RUBBER MANUFACTURING COMPANY, Rainbow Packing, Eclipse Gasket, Peerless Piston Packing, Air Brake Hose, Steam Hose, No. 16 Warren Street.—This company are manufacturers of "Rainbow" packing, "Eclipse" gasket, "Peerless" piston packing, air brake hose and steam hose, all of which are noted for excellence. Their productions have a world-wide celebrity, and are in extensive use, not only throughout the United States and Canada, but in South America, Europe, South Africa and all over the globe. The "Rainbow" packing, "Eclipse" gasket, "Peerless" piston packing, and other articles manufactured by this concern are conceded to be without an equal for the purposes intended. The Peerless Rubber Manufacturing Company was incorporated under the laws of the State of New York, in 1888, and has a capital of \$75,000. E. L. Perry is president of the company; W. G. Winans, treasurer, and Charles H. Dale, general manager, all native New Yorkers. They have a large and well-equipped factory at New Durham, N. J., and employ 125 hands. They

have branches in all the principal cities, and have fifteen representatives on the road. They occupy a spacious and handsomely appointed store as above, and carry a large and complete stock here. They can supply dealers and export merchants on the most favorable terms, and all orders are promptly attended to.

ALFRED FIELD & CO., Importers and Exporters of Cutlery, Guns and General Hardware, No. 93 Chambers and No. 75 Reade Streets.—Exponents of the manufacturing cutlery trade, if they are to keep in the front ranks thereof, must be thoroughly practical and versatile mechanics. One of the oldest houses in this line in New York, and one possessing the qualifications referred to in a high degree, is that of Messrs. Alfred Field & Co. This house is widely prominent in the manufacture of table and pocket cutlery, scissors and razors; and as importers and exporters of all goods in this line. The business was founded in 1836, by Mr. Alfred Field, with houses at Birmingham, England, and New York city, and at his death in 1884, the business came into the hands of his son, Mr. H. C. Field, who resides in Birmingham. His partners, Messrs. A. H. Saxton and Walter Sanders, reside here and possess special qualifications for the systematic and successful conduct of the business in all its branches. They maintain for this house a prestige for manufacturing goods of superior excellence of which they have every reason to be proud. The scissors and knives handled by them are warranted equal to any made in this country or abroad, being manufactured from the best cast steel and free from flaws; while the razors are superfine in material and workmanship, full concave, hollow ground and plain. This firm are also sole United States agents, appointed four years ago, for Jos. ROGERS & SONS, (Limited,) of SHEFFIELD, ENG., who are the largest manufacturers of cutlery in the world, and whose productions are conceded to be the best manufactured by any concern on either hemisphere. This celebrated house has been in existence for over 170 years, having been founded in 1724, and has always maintained their products at the very highest point of efficiency and quality, so that, both as regards American and imported cutlery, Messrs. Field & Co. are in a position to maintain the supremacy against the world. They operate factories in Sheffield and Birmingham, Eng., and Solingen, Germany; and their field is the world. The trade from the New York house covers the United States, Canada, Cuba, South America and Australia; a corps of twelve talented salesmen represent the house upon the road, and immense quantities of goods are sold, both for export and for home trade. Mr. Saxton has been connected with this firm over forty years, and has been a partner in the house for a period of about thirty years, while Mr. Sanders was admitted in 1890. Mr. Saxton is a native New Yorker, and both occupy representative positions in the commercial world, both by virtue of the superior goods they handle and for the strictly honorable conduct by which their dealings have been marked.



UNION BRIDGE COMPANY, Manufacturers of Iron and Steel Bridges, Washington Building, No. 1 Broadway.—American cities and towns are the most progressive of any in the world; they exact the highest class of public improvements, and in view of the facilities afforded by our leading contractors they are enabled to introduce improvements that would otherwise be unobtainable. The facilities thus referred to have a forcible illustration in the extended operations of the Union Bridge Company, who are nationally famous as manufacturers of iron and steel bridges. The company was organized in 1884, and is now the largest in its line in the United States, being a consolidation of the interests of the Delaware Bridge Company of New York, the Kellogg & Maurice Bridge Works of Athens, Pa., and the Central Bridge Works of Buffalo, N. Y. The entire works of the company are now at Athens, Pa., where the plant covers ten acres of ground, and employment is given to 250 hands. A specialty is made of large contracts, and the company have achieved a deservedly high prestige for their success in the construction of strong, solid, economical and reliable iron and steel bridges of the highest class. By their ability, skill, and sound, judicious policy, they have developed a patronage of great magnitude and carried through to completion and practical working success many of the largest and finest bridges in the United States. No contractors in this line in the country have had to do with such heavy undertakings, or those requiring such close estimates and rigid adherence to specifications. As a result, they have won an enviable name for skill and responsibility, and are recognized throughout the length and breadth of the land as a representative and capable corporation, and as the leader in America for the effective construction of iron and steel bridges. As a proof of their unequalled facilities and unqualified success in this important branch of the contractors' avocation, mention may here be made of the Poughkeepsie bridge over the Hudson; the Merchants' bridge, at St. Louis, Mo.; Hawksbury bridge, in Australia; the Niagara cantilever bridge; Illinois Central Railroad bridge, at Cairo, Ill.; new bridge at Leavenworth, Kan.; bridge at Parkersburg, W. Va., among many others which they have built; while they have taken the contract to build the New York and New

Jersey bridge across the Hudson. The great resources and wide experience brought to bear in the management enable this company to make contracts which not only guarantee the best and most lasting work, but which are made at rates of cost that are the lowest to be had in this country for high-class work. The proprietors of this company are Messrs. Chas. Macdonald, Chas. S. Maurice and Edmund Hayes. Mr. Macdonald was president of the Delaware Bridge Company, and is a graduate of Rensselaer Polytechnic Institute, of Troy, N. Y., and trustee of both the Rensselaer, and Stevens, of Hoboken, N. J.; vice-president of the American Society of Civil Engineers, and an honored member of the Union, Century, Riding, Players', Engineers' and University Clubs. Mr. Maurice was one of the proprietors of the Kellogg & Maurice Bridge Works, of Athens, Pa., and is a graduate of Williams College and post course in Rensselaer Polytechnic Institute, of Troy, N. Y.; for some years a civil engineer in the United States Navy, and a well-known member of the American Society of Civil Engineers. Mr. Hayes acts as manager of the Buffalo office, and is prominent as a bank director in that city; a graduate of the Massachusetts Institute of Technology, at Boston, and a member of the American Society of Civil Engineers, and has recently been appointed Chief of Engineers on the staff of Governor Morton.

BARRY & MCTIGHE, Electrical and Mechanical Consulting and Constructing Engineers, No. 47 Cedar Street.—This firm have been established in business here for a period of eleven years, and are men whose experience in electric engineering may be said to date back to the birth of electric propulsion as applied to street railways in America; Mr. Barry, the senior member of the firm, having organized and carried to successful completion practically the first electric street car line in the United States, viz.: that in Richmond, Va. While devoting their time and talents to both electrical and mechanical engineering, they make a leading specialty of electric railways, and are now engaged in building a forty-mile railway in Ohio. They have constantly been connected with some of the largest and most difficult electric enterprises undertaken in this and other states, and are prepared to enter into contracts of any magnitude, and are known to be prompt and reliable in meeting all their engagements. Due to integrity in all their dealings, together with the frank and impartial advice given to patrons, as well as their unquestioned ability, this firm have developed a liberal and influential patronage. Designs, plans, estimates and specifications are prepared and submitted at short notice for electric railways and power plants. They employ none but skilled and experienced assistants, and always exercise personal supervision over all their work. Mr. John F. Barry is a native of Boston, Mass., while Mr. Thomas J. McTighe was born in Pittsburg, Pa., and graduated at St. Mary's College, Maryland, and both are widely honored and esteemed for their genius and skill as engineers and their reliability as business men.

SMITH & HANFIELD, Contractors, Main Office, No. 61 Broadway.—Prominent among New York's big contractors stands the firm of Smith & Hanfield, who make a specialty of railroad construction, and are well equipped for the business in every particular. They personally supervise all operations, and can guarantee the utmost satisfaction. This is an old and well-known concern, and has performed many very large contracts here in the East. The business was established about half a century ago by Clyde, Dillon & Co., who were succeeded some years later by Smith, Ripley & Co.; subsequently the firm-name became Smith & Ripley, and the present partnership was formed in 1889. Messrs. Smith and Hanfield are prepared to engage in contracts of any magnitude for the building of railroads, bridges, aqueducts, etc., and all work undertaken by them will be executed in the most expeditious and thorough manner. They had a contract on the Adirondack & St. Lawrence Railroad, from Dr. H. Seward Webb, the president of that corporation, which they performed with special skill and speed, and to the satisfaction of all, and are at present making extensive improvements in Van Courtland Park, in the Annexed District. They finished a contract for the Delaware & Hudson Canal Company about two years ago, and have been very successful in all their undertakings. The old firm completed the New York & New England Railroad from Waterbury, Conn., to its terminal on the Hudson River; double tracked the western section of the Delaware, Lackawanna and Western Railroad, from Binghamton to Buffalo, N. Y.; completed the New York Central Railroad, from 42nd Street to the Harlem River, and built the first section of the West Shore Railroad, and its terminal in Weehawken, N. J., also the Brighton Beach Railroad. During his business career Mr. J. S. Smith has had to do with such contracts as the masonry and sections of grading on the Lehigh Valley Railroad; building the approaches to the Nesqueuing tunnel, and sections of the Lehigh Navigation Company's railroad, now a branch of the Central Railroad of N. J. He was also connected with the building of 125 miles of the Charleston, Cincinnati & Chicago Railroad, in South Carolina, and, with his father and others, built a forty-six mile road from Enterprise to Titusville, Florida. He was also associated with the old firm in building the A. T. Stewart railroad, from Flushing to Hempstead, Long Island, and also did work on the Sussex Railroad of New Jersey, now controlled by the D. L. & W. Railroad, and built fifteen miles of road bed of the Chester Railroad, controlled by the same company. In municipal improvements he was engaged with the old firm in the completion of Douglass and Degraw Streets in Brooklyn, from Prospect Park Plaza to the city line, and, as a member of the firm of Smith, Brown & Coleman, built the gate house at Croton Lake, N. Y., for the Croton Water Works, New York city. They also built a dam for the Litchfield Water Works, at Litchfield, Conn., and a dam and canal for the Rumford Falls Power Company at Rumford Falls, Maine. When connected with the firm of Smith & Ripley they double

tracked a section of the Morris & Essex division of the D. L. and W. Railroad, from Easton, Pa., to Dover, N. J., a distance of over 60 miles, and, also, that portion of the Boonton branch from Dover to the Bergen Hill tunnel. Mr. D. C. Hanfield was for many years connected with the old firm and on the death of the members thereof Mr. Smith associated him in the present enterprise. He is possessed of sterling qualifications in this line, having assisted in carrying out some of the largest contracts of the old firm, and ably seconded the efforts of his senior while adding to the prestige of the house by his integrity and ability.

IMPERIAL ELECTRIC LAMP COMPANY, Arc Lamps for the Incandescent Current, General Offices: Postal Telegraph Building, No. 253 Broadway, corner of Murray Street.—The grandest achievement in the manufacture of electric lamps is the perfection and introduction to the public of their arc lamps for the incandescent current by the Imperial Electric Lamp Company, whose general offices are as above, with factory at No. 611 West Thirty-sixth Street. This company was incorporated in April, 1894, under the laws of the State of New York, with a capital of \$250,000, and is officered as follows, viz: E. D. Davidson, president; John F. Wood, vice-president; Herman F. Rogers, secretary; Robert I. Murray, treasurer, and Wm. S. Pendleton, electrician. This company manufacture arc lamps for the direct low tension or incandescent current from 100 volts and upwards, particularly adapted to interior lighting when absolute steadiness of light is demanded, and which is the only steady burning lamp of this kind in the world. They make these lamps from 600 to 1000 candle power, and with globes of crystal, opal or alabaster, etched and to order of any quality or design. This is the shortest and lightest lamp in the market; the most brilliant and attractive, yet the safest and best for the eyes; perfect in steadiness of light and uniformity in burning, absolutely easy to handle and trim, with the best of workmanship and material, interchangeability of parts, and a manifold increase of light over the incandescent lamp for the same power. This lamp can be placed singly or two in series, resistance mounted on lamp or furnished separately; while ornamental lamps are furnished in every variety of dull brass, polished brass, old brass, wrought iron, gilt, or japanned finish for out-doors. This lamp gives a light that is really wonderful in volume and purity, as can be seen in many of the prominent buildings in New York city, notably Ehrlich Brothers' store, which has 140 lamps in use; the Police Gazette Building, 69 lamps; P. K. Wilson's lace house, 36 lamps, and Child's well-known restaurant. In insurance offices:—Royal Insurance Company, Hartford Insurance Company, New York Underwriters' Agency; in hotels:—Barrett House, St. Cloud Hotel, Hotel Renaissance;—in the Erie passenger depot, Jersey City, and the Pennsylvania Railroad depot, Philadelphia. In mills etc.—Barbour Flax Mills, Paterson, N. J.; Brill Car Shops, Philadelphia; the Cambria Iron Works, Johnstown, Penn., etc., etc.

THORNTON N. MOTLEY & CO., Railroad Equipment, Railway, Steamship, Mining and Contractors' Supplies; Machinery and Hardware for Export, No. 43 John Street, between William and Nassau Streets.—The immense railroad system of the country,

growing in extent and equipment with rapid strides, is the means of bringing to the front a number of enterprising firms engaged as manufacturers' agents and dealers in railroad supplies; and this rightful self-assertion is observable in no more marked degree than with the reliable house of Messrs. Thornton N. Motley & Co. This firm deal in both railroad, steamship and contractors' supplies, and their establishment has long been a noted headquarters for general railway equipment. The business was founded in 1879, by Motley & Sterling, who were succeeded by the present firm in 1886. The premises occupied comprise three floors and two basements, 30x100 feet each, with large storage capacity outside, and the business, which is exclusively wholesale, is conducted upon a large



scale. The steady progression of this house to the front ranks of the trade is the immediate effect of the many facilities at its command for obtaining from the most reliable sources and manufacturers the many goods requisite to railroad construction and effectual maintenance, as well as the unqualified satisfaction it is enabled to give to contractors, railway corporations and others by furnishing them with a full line of supplies of the best manufacture on terms and conditions alike favorable and straightforward. With these classes of trade this firm is held in high repute, they being accorded unlimited confidence and enduring support from wholesale consumers in all the principal seats of industry throughout the United States, the West Indies, Mexico, Central and South America. The firm are agents for the Ryan-McDonald Co., of Baltimore, Md., manufacturers of dump carts, light locomotives, flat cars, hoisting engines, horse-power drums, derrick fittings, wrenches, boilers, etc.; while they handle a large line of machinery and hardware for export, brass and copper in sheets, bars and rods; head-lights, lanterns and lamps; leather belting, wire rope, nails and files; pipe and fittings; nut locks, Scotch gauge glasses, old and new rails; bolts and nuts; engines and boilers; oil and packings; valves, etc. Estimates are made to supply railroads with everything required in this line, and orders are given immediate attention. The co-partners, Messrs. Thornton N. and J. M. Motley, are brothers, natives of this city, in the active prime of life, and enterprising, reliable and popular business men.

JAMES BEGGS & CO., Engines, Boilers, Saw Mills, Machinery, Tools and Supplies; Office and Warerooms, No. 9 Dey Street.—This firm are designers and builders of mechanical engineering work of all kinds, including derricks, hoists, elevators, drawbridges, shafting, hangers, engines, boilers and saw mills, and operate a foundry and machine-shop in Greenpoint, Brooklyn, where they employ a large force of skilled workmen. The business was founded twenty years ago by Messrs. James Beggs and G. N. Robinson, and on the death of the senior partner in 1889, Mr. Robinson succeeded to the sole control without change in the firm-name. The house is doing a large business in building contractors' plants, and are now putting in plants at Washington, Boston, Baltimore and Indianapolis. They are also eastern agents for the Eric City Iron Works, the largest manufacturers of engines and boilers in the United States; and handle general machinery, tools and supplies, besides executing orders for steam heating. They send men all over the United States, South America, Cuba and other countries, in executing contracts and commissions; while their field is the world. A splendid stock of engines, machinery and supplies is carried in this city, and the largest orders are filled with unexampled satisfaction and success. Mr. Robinson is a native of Brooklyn, where he still resides, and is an expert authority in this branch of trade.

EVANS, ALMIRALL & CO., Evans Hot Water Heating System. No. 41 Dey Street.—In very few departments of engineering have there been greater improvements during the past quarter of a century than in that of heating—the result of which has been to secure the greatest amount of comfort for the least possible outlay. One of the latest and most valuable inventions in this line is that known as the Evans exhaust hot water heating system. This system is such as to overcome difficulties heretofore encountered, as well as to offer advantages not present in any other system or device. It utilizes the exhaust steam from any and all sources, and does this without creating any back pressure whatever, since the surplus exhaust has an unobstructed passage to the atmosphere. It stores the heat contained in this exhaust, and continues to deliver it long after engines and pumps are stopped. It distributes the heat uniformly, and no matter how the buildings to be heated are constructed or located, it insures a positive circulation. Numerous large buildings and manufacturing plants have lately been equipped with this system, including the new Criminal Court building and the Bolkenhayn building, New York; the John Hancock building, Boston; Brooklyn City and Newtown railroad station and J. H. Williams & Co., drop forgings, Brooklyn, N. Y.; Warwick Cycle Manufacturing Company, and New England Card and Paper Company, Springfield, Mass.; Seovill Manufacturing Company, Waterbury, Conn.; Barbour Flax Spinning Company, Paterson, N. J., and G. B. Jenkinson's factory, Newark, N. J. This system is controlled by the firm of Evans, Almirall & Co., formerly The Q. N. Evans Construction Company, with headquarters at above address. This firm is composed of Q. N. Evans, J. A. Almirall, M. M. E., and W. C. Adams, who formerly owned all of the stock of The Q. N. Evans Construction Company. Mr. William Andrews, the well-known engineer, has been retained as consulting engineer—he having been connected in the same capacity with the old corporation. The firm will cheerfully give all information desired, and furnish estimates and plans for the installation of the system wherever required. They are also large contractors for steam heating and power plants, for elevator and electric plants, and for heating and ventilating apparatus generally, and enjoy a prestige and patronage thoroughly national in extent, and eminently creditable in character. Among heating plants erected by this company we are pleased to note the following: the Capitol building, Albany, N. Y.; Fulton County court house and Atlanta University, Atlanta, Ga.; Chatham County court house, Independent Presbyterian church and Provident Savings Life Assurance Society, Savannah, Ga., and Leake & Watts Orphan House, New York. For power stations we find them connected with the Consolidated Traction Company, at both Newark and Jersey City, N. J.; the Fiftieth Street power station of Broadway and Seventh Avenue Railroad Company, New York, and the Newport Illuminating Company, Newport, R. I. They also built and equipped complete the South Jersey Electric Street Railway, at Point Pleasant, N.

J. Mr. Q. N. Evans is an expert and practical engineer of large experience and high reputation, and both he and his associates in the management of the business are to be congratulated upon the success achieved through their energy, enterprise and skill.

THE PECKHAM MOTOR TRUCK AND WHEEL COMPANY, (Boston, Exchange Building, No. 53 State Street; Chicago, Nos. 1137 and 1138 Monadnock Building; Philadelphia, No. 420 Walnut Street; San Francisco, No. 123 California Street); Works at Kingston, N. Y., General Sales Office: Havemeyer Building, No. 26 Cortlandt Street.—One of the valuable and important inventions of the present day connected with the operation of street railways is the Cantilever Extension Truck, manufactured by the Peckham Motor Truck and Wheel Company, whose offices are located at the above addresses, with works at Kingston, N. Y. This truck is for electric and cable cars, and is the strongest, easiest riding and longest spring base truck in use, positively non-oscillating. The special features of this truck are: A short wheel base, and a long spring base. Its short wheel base enables the car to take short curves easily; thereby saving power; while its long spring base gives additional support to the ends of car bodies, prevents their teetering, and enables the car to make a speed, if desired, of twenty or twenty-five miles an hour. Its solid forged top frames connect and keep in alignment all of the springs, and allows, if necessary, the removal of any one of the springs without jacking up the car. The combined arrangement of elliptic and spiral springs ensures an even and uniform support of the car body and an easy riding car, whether light or heavily loaded. The spring bolts, brake bolts and guides, removable wheel pieces, pedestal jaws, journal box covers and spring seats are carefully made and machine-fitted to templates so as to insure accuracy and interchangeability of parts. The brakes are quick acting and sufficiently powerful to stop a car going full headway in one-half its length. The journal boxes are self-lubricating and absolutely dust-proof. This truck has been adopted as the standard by all the electric railways in New York, Brooklyn, and Jersey City, including the Brooklyn Heights Railroad Company, of Brooklyn, the largest electric railway in the world. This company was organized in 1891, as successor to the Peckham Street Car Wheel and Axle Company, and is officered as follows, viz: E. Peckham, president and treasurer; J. H. Burton, secretary; H. C. Soop, vice-president. Mr. Peckham is the inventor of the truck and a well-known citizen of New York, widely honored and esteemed for his genius as an inventor and his enterprise and reliability as a business man. Messrs. Soop and Burton reside at Kingston, where over one hundred skilled workmen are employed under their direction, with sufficient orders to keep them constantly employed. Trucks are shipped to all parts of the world by this company.

THE BOYNTON BICYCLE RAILWAY COMPANY, No. 32 Nassau Street.—The Boynton bicycle railroad system is initiatory of a movement calculated to become widespread, and marks the beginning of a new era in railway locomotion. For some years Mr. Eben M.

Boynton has been at work on the details both for steam and electric propulsion of bicycle cars. With his success came the solution of the vexed question of safe and rapid travel, and as a result the bicycle railway with its many and great advantages is a thing accomplished. In the bicycle system, operating expenses and wear and tear

are reduced 50 per cent.; net earnings are increased many fold, and through it the people will reap great advantages in comfort, safety and economy of time and money. The theory that a high speed railroad must be built in an air line and surrounded by complex, expensive and doubtful precautions for safety has been ruthlessly destroyed. In the bicycle system simplicity and economy everywhere prevail, and the highest speed either on tangents or curves is maintained with absolute safety. In a standard gauge railway it is impossible to keep the two rails on an exact grade with each other at all times; the faster the train runs the more violent the zig-zag motion tending to spread the rails, until it becomes dangerous. On the other hand, the motion of the bicycle train is steadier and smoother, because better balanced on the single rail, with all the wheels flanged on both sides of the rail; in fact, the upper rail is then unnecessary except at curves, when at rest and to transmit the electric current, but it inspires greater confidence. The single rail is directly below the centre of gravity of the car, as well as the sole support of the whole moving body, and this is the reason of the great improvement in its operations. These facts prove in every instance the immense advantages of the electric bicycle system. They also clearly demonstrate that the electric bicycle railroad, with rolling stock and all other appurtenances, will cost less, its operation will be more economical, its repairs less, and its safety greater, and in addition the work will be done in half the time. The Boynton Bicycle Railway Company was organized in 1888, with a capital of \$5,000,000, which has since been increased to \$10,000,000, and is officered as follows, viz.: Eben Moody Boynton, president and treasurer; Dr. James B. Bell, vice-president; William H. Boynton, secretary; D. C.

Reuseh, assistant secretary. The system is in successful operation on the Coney Island, Sea Beach and Brighton Railroad, using steam; on the Bellport Railroad, to be built across Long Island, using electricity; and two lines are under way in California, one using steam and the other electricity; while a line is chartered to be built from Boston to Lowell, Mass.



The company own twenty-five patents, and license the use of its patents to all steam and electric railways in the United States and other countries on the payment of a small royalty. President Boynton is a native of Newburyport, Mass., still in the prime of life,

and the inventor of the system that bears his honored name. He was the representative of the New York Board of Trade at Westminster Palace, London; and his coadjutors in the management of the company afford him that tangible support and hearty endorsement which has enabled him to perfect the only practical system of rapid passenger transportation in existence.

F S. RUTTMANN, Mechanical and Mining Engineer, No. 35 Broadway.—The profession of engineering is divided into several distinct branches or separate departments, one of the most important of which is designated mechanical engineering, a line pursued with excellent success by Mr. F. S. Ruttman. This gentleman took a thorough scientific course in Columbia College School of Mines and was graduated with honors. He immediately began the practice of his profession and soon demonstrated the high order of his qualifications for the business. He has now had fourteen years' practical experience in mechanical and mining engineering and has performed work that entitles him to recognition among the more prominent members of his profession. Mr. Ruttman makes a specialty of iron and manganese mines and has reported mining properties for syndicates and capitalists. He has been retained by the Mt. Pleasant Mining Company, Messrs. Cooper & Hewitt, the Crimora Manganese Company, of Virginia, Tilly Foster Iron Company, Rockland Lake Quarry Company and many others. Mr. Ruttman is a member of the American Institute of Mining Engineers and the American Society of Mechanical Engineers, and takes an active interest in all movements relating to his vocation.

PINTSCH COMPRESSING COMPANY, No. 160 Broadway.—The latest and by far the most successful method yet adopted for lighting railroad cars is that known as the Pintsch System. The Pintsch Compressing Company, whose main office is at the above address, was organized in October, 1889, with a capital of \$500,000, for the express purpose of compressing and selling Pintsch gas to railway, electric and cable car companies. The availability of Pintsch gas for the purpose of lighting cars in all large cities of the United States facilitates its adoption and makes its use economical, while the benefits derived by the railroad companies are a satisfactory return upon the cost of the car equipment. The clear, bright light given by the gas, and the assurance against smoke and foul odors incident to oil lamps have won for the Pintsch system the highest testimonials. Pintsch gas plants are located in numerous cities of the Union, where gas can be supplied, including New York, Chicago, Philadelphia, Boston, St. Louis, Cincinnati, Minneapolis, Buffalo, Kansas City, Atlanta, Syracuse, Denver, Chattanooga, Jersey City, Savannah, Toledo, Little Rock, Council Bluffs, Jacksonville, Fla.; Portland, Ore.; Oakland, Cal.; Ogden, Utah; Houston, Tex.; Stonington, Conn.; Fort Worth, Tex.; Marion, Ohio, and Wheeling, N. J. This company erect and operate plants for supplying Pintsch gas to railway cars of all kinds, and its services are in growing demand all over the United States. The officers of the company are as follows: A. W. Soper, president; Robert Andrews, vice-president; Robert M. Dixon, manager; W. R. Thomas, secretary and treasurer; J. A. Dixon, engineer; D. W. Pye, purchasing agent. The business is conducted upon the broad basis of equity, and those forming business relations with this company may rest assured that their interests will be carefully guarded.

THE AMERICAN BRAKE COMPANY, (The Westinghouse Air Brake Company, Lessee,) Manufacturers of Locomotive Brakes, John B. Gray, Agent, Havemeyer Building, No. 26 Cortlandt Street.—The greatest success in the manufacture of locomotive driver and tender brakes has been achieved by the American Brake Company, whose general office and works are at St. Louis, Mo. The brakes of this company are operated both by the steam, air and vacuum system, the patents therefor being owned by the American Brake Company, with the Westinghouse Air Brake Company, of Pittsburgh, lessee. There are now 15,000 of their brakes in use, and they are in widespread and increasing demand by locomotive works and railway companies all over the land. The greatest mechanical skill has been brought to bear in the manufacture, coupled with ample resources and the best facilities, and the success achieved has been decisive and pronounced. There is no state in the Union where the perfect utility of these brakes has not been tested and fully confirmed. While there are hundreds of different kinds of safety car couplers, a number of which are equally good, a brake which can be

operated by steam, air or the vacuum system, the efficiency of which will even approach these for locomotive drivers and tenders has never been produced. Many of our largest railway corporations will not allow any locomotives to run on their lines without this brake. Improvement after improvement has been made to it, until it is now as perfect as anything the human mind can conceive. The New York office was opened in 1885, to supply the Eastern States, and is under the management of Gen. John B. Gray, who was with the company in St. Louis for five years previous, and is thoroughly conversant with all the details of the business and the requirements of patrons. Gen. Gray enlisted as a private in the Seventh New York Infantry, and rose step by step by successive promotions to the full rank of a brigadier-general. He is still in the active prime of life, a member of the New York State Commandery of the Loyal Legion, and a gentleman whom it is always a pleasure to meet.

J. P. HALL, Electrical Contractor, Office, Room 235 Central Building, No. 143 Liberty Street.—The introduction of electricity in its many and varied forms during the last twenty-five years has been the means of affording a new field of industry in which many millions of dollars have been invested, and it may be truthfully added that this is just the beginning. A prosperous, reliable and enterprising house in this line is that of Mr. J. P. Hall, electrical contractor. Mr. Hall is a native of this city, and is a thoroughly practical electrician and conversant with all of the various systems in vogue. He inaugurated this enterprise on his own account in 1889, and in consequence of his superior skill, reliable business methods and liberal dealings with patrons has built up a very large and influential patronage, numbering among his regular customers many of our leading corporations, hotels and business houses, among them being the Metropolitan Life Insurance Company, the Central Trust Company, Union Trust Company, Pulitzer Building (new World Building), C. R. of N. J. Building, Morgan Steamship line, St. John's College at Fordham, Holland House, United Charities Building, Hotel Imperial, The Windsor, Bank of New York, Stokes Building, Liverpool and London and Globe Building, Clyde Line of Steamers, Cossitt Building; Smith, Gray & Co., also McLaughlin Brothers, of Brooklyn. These buildings are among the finest and most notable edifices in the metropolis, and the manner in which the electrical work has been done by Mr. Hall is the very best evidence that he is fully competent and able to execute any class of work in that line. He is prepared to furnish any system that patrons may want. Estimates, plans and specifications are promptly furnished when desired, and contracts of any magnitude are entered into and executed at the time specified at the very lowest terms. Mr. Hall is an energetic and reliable business man of superior attainments as an electrician and is highly respected by all with whom he has any dealings. His assistant, Mr. Draffen, is also one of the best electrical engineers known to the profession.

AUSABLE HORSE NAIL COMPANY, Manufacturers of Hot Forged and Cold Hammer Pointed Horse Nails, No. 10 Murray Street.—Every horse-owner is fully alive to the importance of the proper shoeing of his animals and knows how largely the consideration of the right quality of nails affects his interests. And correspondingly the owners of horses are familiar with the title of the Ausable Horse Nail Company. Its reputation is established not here only, but abroad, in Spain, Germany, France and especially in Great Britain, everywhere, in fact, where horses are held in properly high estimation as man's most trusty servant. The Ausable Horse Nail Company was incorporated under the laws of the State of New York, in 1860. The factory is located at Keeseville and is an extensive establishment, giving active and constant employment to 350 operators. At Keeseville, also, reside a majority of the officers of the company, Mr. D. Dodge, the vice-president; Mr. E. K. Baber, the treasurer, and Mr. J. R. Romeyn, the secretary. The president of the company, however, Mr. Abraham Bussing, lives in New York city, and gives his personal service to the management of the office here. The New York office and store comprise the ground floor and basement at the address above. Mr. Bussing's extensive acquaintance in the trade, and his personal popularity are large elements in the success of the business he manages. Shipments of goods are made from the New York warehouse or from the Keeseville factory direct to every part of the world, the Ausable nails being a staple article of universally recognized merits. They are made from the highest grades of Swede's iron, are hot forged and cold hammer pointed, and are warranted to be the safest and best driving and the toughest horse nails that are manufactured. They will neither split, sliver, nor buckle in driving, qualities which horseshoers fully appreciate. A heavy stock is carried at the New York quarters, as likewise at the branch offices that have been established in Chicago, Detroit, Boston and St. Louis.

RIEHLE BROS. TESTING MACHINE COMPANY, Wm. R. Cock, Agent, Room No. 1, No. 93 Liberty Street.—The oldest established testing machine manufactory in the United States is that conducted by the Riehle Bros. Testing Machine Company, in the city of Philadelphia. This company are represented in New York by Mr. William R. Cock as agent, and both as regards their facilities, experience and the wonderful record of their testing machines for uniform accuracy and durability, they are the leading representatives in their line in this country. The business was founded in 1813, by Messrs. Elliott and Abbott, which developed into the testing machine business. In 1846 they gave place to the firm of Abbott & Co., and in 1867 Messrs. Riehle Bros. succeeded to the control, the present style being adopted in 1891. The New York office was opened in 1873, and supplies the trade throughout New York, New Jersey and New England. The company are deservedly famous as manu-

facturers and have achieved widespread celebrity for their famous "Harvard" testing machines from 10,000 to 200,000 pounds capacity, made to work by screw or hydraulic power, adapted to the testing of chain, wire and hemp rope, bridge bolts, iron and steel rods and wire, iron and steel boiler plate, leather belting and other articles, by tensile strain. Also for the testing of ear springs, iron, steel, wood, etc., by transverse and compression strains. Riehle's are the official testing machines everywhere, and they are in preferential use in all parts of the globe. With their splendid facilities at command, this company are prepared to manufacture special testing machines and trucks for every purpose, and gladly furnish estimates on all classes of machine and foundry work, as their establishment is the most complete of its kind in America.

DEAN & WESTBROOK, Bridge Engineers and Contractors, No. 136 Liberty Street.—This firm have become widely and justly celebrated for reliability and skill as bridge engineers and contractors. They established their business in 1871, and the reputation they enjoy has been secured upon the legitimate basis of superior workmanship and the substantial character of all construction. They are engineers, designers and contractors for both railroad, highway, iron and steel, and stone bridges, making a specialty of high-class work, and are recognized as authority upon all matters pertaining to bridge building. They built the first electric drawbridge in the United States, at Bridgeport, Conn.; also one at Wilmington, Del.; a magnificent stone arch bridge at New Brunswick, N. J., across the Raritan River; over fifty bridges for Monmouth County, N. J., and thirty for Bergen County, N. J.; the Washington Bridge between Stratford and Milford, Conn., for the counties of New Haven and Fairfield, Connecticut; the Princess Louise Bridge at Winnipeg, Manitoba, the first iron bridge built in the Canadian Northwest; three other bridges at Winnipeg, and one at Emerson, Manitoba; a highway bridge at Harrisburg, Pa., over the Susquehanna River, seven-eighths of a mile long; a bridge for the Passaic Park Company at Passaic, N. J.; and one at Woonsocket, R. I.; while they have also designed and built several bridges for the Brazilian Government, and are now engaged in designing a number of important bridges for the Engineering Department of the State of New York, and their services are in constant and important requisition throughout the country. The firm are earnest and unremitting in their efforts to afford entire satisfaction to all their patrons, and are actuated in all their undertakings by a laudable spirit of enterprise and an ambition to excel. The co-partners, Messrs. C. W. Dean and J. A. Westbrook, are eminent in their profession and thoroughly practical in all their methods. Mr. Dean is a native of Milan, O., a well-known resident of New York, and a member of the Ohio Society and Colonial Club. Mr. Westbrook is a Pennsylvanian by birth, a citizen of Englewood, N. J., and a director of the People's Bridge Company of Harrisburg, Pa.

« NEW YORK-1894, »



FACTORIES OF THE AUSABLE HORSE-NAIL COMPANY.

(SEE OPPOSITE PAGE.)

BONZANO & CLARKE, Consulting and Contracting Engineers, No. 44 Broadway.—This firm was organized on the first of June, 1893, both partners bringing to bear large experience as practical bridge and railroad engineers, Mr. Bonzano having served as vice-



*Yours Very truly
A. Bonzano.*

president and chief engineer of the Phoenix Bridge Company, and Mr. Clarke being for years at the head of the firm of Clarke, Reeves & Co., and also of the Union Bridge Company. In these various positions both had made an admirable record, and had been identified in the carrying out of many important engineering enterprises in different sections of the country. They possess now every facility for the effective prosecution of any work in any department of engineering, however large or complex. They have the aid of an efficient corps of

draughtsmen and assistants, and all plans and estimates are based on matured scientific and mechanical experience. Among the prominent contracts and commissions which these gentlemen have executed or been identified with may be named the following, to wit: All the large bridges for the Inter-Colonial Railroad, Canada; all bridges for North Shore Railroad from Quebec to Ottawa, Canada; two bridges at Albany, N. Y.; one bridge at Mechanics Falls, N. Y.; Girard Avenue bridge, Philadelphia; Metropolitan Elevated Railway, Beaver to Grand Street, Sixth Avenue to Ninth Avenue on 53d Street, 53d to 59th Street on Ninth Avenue, 81st to 110th Street on Ninth Avenue, 8th to 9th Avenue on 110th Street, and 110th to 159th Street on Eighth Avenue, New York; bridge across Harlem River at Eighth Avenue; Second Avenue Elevated Railway, from Chatham Square along Division and Allen Streets to 129th Street; Kings County Elevated Railway, and Fulton Street Elevated Railway, Brooklyn; iron towers at Coney Island, and at Lemon Hill, Philadelphia; bridge across the Mississippi at Keithsburg, Illinois; all bridges, 5,800 feet, for the Louisville and Nashville Railroad, from Mobile to New Orleans. These examples are sufficient proof of their commanding ability and skill. Mr. Adolphus Bonzano was born in Ehingen, Germany, graduating at the Stuttgart Polytechnic Institute, and came to this country in 1850. He acquired the machinist's and draughtsman's trade at the American Machine Works, in Springfield, Mass., and became superintendent of shops at Detroit Dry Docks and for the Detroit Bridge and Iron Company. In 1869 he became a member of the firm of Clarke, Reeves & Co., at Phoenixville, Pa., and has given his time and talents to engineering since that date, remaining there until 1884, when he was made vice-president and chief engineer of the Phoenix Bridge Company, from which he retired on the organization of this firm. He is a member of the American Society of Civil Engineers, the American Society of Mechanical Engineers, the Engineers' Club, the Canada Society of Civil Engineers, the American Society of Inventors, the Knights Templar and Blue Lodge, F. and A. M., 32°. Mr. Thomas C. Clarke is a Bostonian by birth and training, a graduate of Harvard College, and early took up the profession of a civil engineer, connecting himself with railroad engineers and contractors in Canada, who built the Parliament buildings at Ottawa, and the bridge across the Mississippi at Quincy, Ill. From 1869 to 1884 he was a member of the firm of Clarke, Reeves & Co.; then was a partner in the Union Bridge Company, and was engaged in private engineering business from 1890 to 1893. He is a member of the American Society of Civil Engineers, the American Society of Mechanical Engineers, the Institute of Civil Engineers of England, and the Engineers' Club; and is now consulting engineer for constructing the Third Avenue and First Avenue bridges for the Board of Public Works, New York city. Both gentlemen hold positions of eminence and distinction in the engineering world.

REMINGTON & SHERMAN COMPANY, Manufacturers of Safes and Vaults, No. 4 Murray Street.—Noted among the most successful of safe and vault builders is the Remington & Sherman Company, whose office and works are at Nos. 624 to 636 Richmond Street, and Nos. 625 to 637 Beach Street, Philadelphia, with New York office as above. The company has also a salesroom in the former city at No. 1227 Market Street and one at No. 66 Queen Street, London, England. This is one of the largest and most complete concerns of its kind in the country, and since it was incorporated under the state laws of Pennsylvania, in July, 1893, with a paid up capital of \$100,000, it has been accorded a large measure of success. The factory of the company is equipped with the heaviest, most perfect and finest machinery possessed by any safe manufacturing company in the world. The rolls in use here are the largest in the country and will straighten thicker and heavier plates and more perfectly than those in use elsewhere. The hydraulic press for bending plates in width and length, the tempering furnaces and the hardening tank, are each larger than can be found in any other factory; in short, this is the best equipped safe factory in the country. The workmen are all experienced safe makers, many of them having been for more than a quarter of a century in the service of Herring & Co., Farrel & Co., and the Marvin Safe Company. The company has the exclusive use of the Franklinitite burglar-proof iron, patented by Mr. James R. Floyd, and manufactured by James R. Floyd & Sons. This iron resists the drill and the blow-pipe. The works are divided into fifteen departments, and over each department is an experienced foreman. The executive officers of the company are: Geo. L. Remington, late of Farrel & Co., president; John O. Sherman, late of Herring & Co., Jos. E. Casserly, vice-presidents; Wallace Scott, secretary and treasurer. President Remington was for many years resident partner and manager of the late firm of Farrel & Co., of Philadelphia, and under his personal management many of the finest safes and vaults now in use by banks, bankers, trust and safe deposit companies, were constructed. He has also given his personal attention to the safe and vault work required by the United States treasury and post-office departments and has been awarded most of their contracts for the past fourteen years. He is also the inventor and patentee of several new and valuable improvements in the construction of safes and vaults. He resides at Philadelphia and exercises a general superintendence over the works. Mr. Sherman, the vice-president, was for thirty-five years a member of the late firm of Herring & Co., the noted safe manufacturers of New York. He is in charge of the New York house, where some two hundred different kinds of safes are kept continually on hand for inspection. Vice-president Casserly was also for many years connected with the firm of Herring & Co., and has an enviable reputation as an expert in safe and vault construction. He divides his time between the factory and the New York house. Mr. Scott is a resident of Philadelphia. The New York house supplies the trade

north of Trenton, N. J., and all orders can be filled direct from the works. The company has already erected some of the finest safes and vaults for the United States government, banks, railroads, etc., in the country.

THE AMERICAN AXE AND TOOL COMPANY, Postal Telegraph Building, No. 253 Broadway.—In addition to the great manufacturing enterprises carried on within her limits, there are numerous important interests represented in the metropolis which help to swell her commerce and traffic. Representative among the interests referred to may be named those of the American Axe and Tool Company, which is the largest manufacturer of axes, hatchets, broad-axes, scythes, etc., in the world, and enjoys a trade practically world-wide in extent. The company was duly incorporated in 1889, under the laws of Kentucky, with a capital of \$5,000,000, and is the result of a consolidation of the following concerns, to wit: Hubbard & Co.; Robert Mann & Sons; J. Fearon Mann; Johnsonville Axe Manufacturing Company; Douglas Axe Manufacturing Company; Romer Bros. Manufacturing Company; H. Knickerbacker; Wm. Mann, Jr., Company; Thos. R. Mann & Co.; Powell Tool Company; Jamestown Axe Company; Underhill Edge Tool Company; Francis Axe Company; Hubbard & Blake Manufacturing Company. Factories are operated at Beaver Falls, Lewistown and Millhall, Pa.; Jamestown, Gowanda, Ballston Spa and Johnsonville, N. Y.; Cleveland, O., East Douglass, Mass., and Oakland, Me. Employment is given to from 2500 to 3000 hands, and the company manufacture three-fourths of all goods made in this line in the United States. The quality of their goods can always be implicitly relied upon. They are made exclusively of the best cast steel and are guaranteed to be flawless in every respect. With their unequalled facilities they are enabled to supply jobbers to the full extent of their wants at short notice and on terms which rival concerns cannot afford to duplicate. The trade is especially heavy and influential in the United States, Australia, South America, Mexico and all the English possessions, while the field is the world. Trade depressions in local places do not materially affect the business of this great corporation. They manufacture more styles of axes, hatchets and scythes than any of their contemporaries and are in a position to compete successfully with their most formidable rivals on either continent. The officers of this company are as follows, viz: Chas. W. Mackey, president; W. T. Norton, first vice-president; F. Q. Barstow, second vice-president; Jas. H. Mann, treasurer; F. M. Sterrett, assistant treasurer; A. C. Romer, secretary; Jerold Hannay, assistant secretary. President Mackey is a prominent attorney at law in this city, and is vice-president of the The Sterling Steel Company of Pittsburgh, manufacturers of the Wheeler-Sterling armor piercing projectile and an officer of many corporations. First vice-president Norton has charge of the purchasing department; and all give the company the benefit of their large practical experience, sound judgment and watchful care.

THOS. E. BROWN, JR., Consulting Engineer, No. 38 Park Row.—The consulting mechanical and civil engineer occupies a most important position in the scientific and industrial world, and thorough experience, together with a high order of intelligence, is necessary in order to achieve marked success in this line. That these qualifications are possessed in an eminent degree by Mr. Thos. E. Brown, Jr., is evidenced by the large and flattering success with which he has met in all his undertakings. Mr. Brown was born in this city in 1856, and is a graduate of Columbia College. He early entered upon the study of civil engineering, and has attained an enviable prominence in the profession, having filled many important and responsible positions. He was for seven years assistant engineer to the elevated railroad companies, assistant engineer to the New York Steam Company, chief engineer for Otis Bros & Co., engineer on the construction of the Mutual Life Building, and designed and superintended the erection of the elevators of the Eiffel Tower, at the Paris Exposition, and has designed and is now superintending the construction of the elevators for a tunnel under the Clyde



THOS. E. BROWN, JR.

River at Glasgow, Scotland, besides designing and constructing the viaduct and elevators of the North Hudson County Railroad, at Weehawken, N. J., and the Otis Elevating Railway up the Catskill Mountains, the largest of its type in the world, whose dimensions and measurements are: Horizontal length, 6780 feet; length along track, 7005½ feet; vertical height, 1602½ feet; gauge, 3 feet; time of ascent, 10 minutes; load, 100 passengers and baggage; maximum grade, 35 per 100; cables, 2-1½ steel; engines, 2-12 x 30 Corliss; work commenced, January 20th, 1892; road in operation, July 18th, 1892. Mr. Brown is now engaged in constructing an inclined railway on Prospect Mountain, Lake George, N. Y., and has also designed many of the most important office building elevator plants throughout the United States. All work ever undertaken by him has been executed in the most thorough and satisfactory manner. Mr. Brown is a member of the Union

and Engineers' Clubs, American Society of Civil Engineers, and various other scientific societies, and is popularly esteemed in both business and social life.

HENRY DuBOIS' SONS, Dock Builders, Office, No. 119 South Street, Corner Peck Slip.—The members of this firm are experts in their line, fully sustaining the reputation they enjoy, and do a large amount of work, taking contracts in all parts of the country. This business was established half a century ago by DuBois & Hendrix, who were succeeded in 1879, by Henry DuBois' Sons. The firm is composed of Jacob. Abram, Charles and Henry E. DuBois, who are natives of this city. All four are men of thorough practical skill and many years' experience, and exercise close personal supervision over all operations. They employ from sixty to one hundred hands, and are well equipped for the business. They have all facilities, including pile-drivers, and have a dozen scows in service. The firm are prepared to engage in all classes of work in the line of dock-building, and can guarantee the utmost satisfaction. Foundation piles are a specialty, and they are also contractors for dredging. They are ready to commence operations on short notice, and communications by telephone, "Cortlandt 621," will receive prompt response. Estimates are furnished on application, and all work intrusted to this firm will be performed in the most expeditious and thorough manner.

C. F. SPLITDORF, General Electrical Contractor, Electrical Supplies, Machinery, Etc., Nos. 23-27 Vandewater Street.—This gentleman has been established since 1888. He was formerly of Lieb & Splitdorf, of whom Mr. Lieb retired in 1893. Mr. Splitdorf has since conducted the business alone with eminent success, and his prosperity is certain to endure. He was born in New York State, and has been in this city for a number of years. He is a practical electrical engineer of thorough experience, and sustains an excellent reputation for skill and reliability. He does a large amount of work, and his patronage is steadily improving. He is manufacturer of and dealer in electrical apparatus, appliances, machinery, etc., and has first-class facilities. He sends goods all over the United States, and also to Mexico, Central and South America. Mr. Splitdorf occupies spacious and commodious quarters, equipped with steam power, etc., and employs twenty-five hands. He carries a large and full stock of supplies, machinery, etc., and can furnish anything in this line at the lowest prices. He is prepared to give estimates on all classes of electrical work, and all contracts undertaken by him will be performed in the most expeditious and competent manner. Power and light plants are constructed by him; dynamos, motors and machinery are furnished and installed, and jobbing in all branches is done with skill and dispatch, at very reasonable rates.

METROPOLITAN ELECTRIC SERVICE COMPANY. Automatic Temperature Regulation, No. 41 Dey Street.—One of the thoroughly representative corporations of New York is the Metropolitan Electric Service Company, whose headquarters are located as above. This company controls the Johnson system of automatic temperature regulation for New York city and tributary territory. The company was incorporated in 1885, under the laws of the State of New York, with a capital of \$100,000, and is officered as follows, viz: W. J. Wood, president; Osgood Smith, vice-president; J. M. Hutchinson, treasurer; and B. T. Vonte, secretary and manager. The object of the Johnson heat regulating apparatus is to automatically control artificial heat in order to give a uniform temperature, and thereby increase the comfort and good health of those who use it, decrease the care incidental to a heating apparatus, lessen the cost of repairs, and also economize fuel. The various forms of appliance can be seen in actual operation at the company's office, and illustrated catalogues and all information are mailed on application. The Johnson heat regulating system has been adopted in the New York County Court House, New York Criminal Court, Supreme Court, Surrogate's Office, Superior and Common Pleas Court, New York Hospital, Trinity Church, St. Luke's Hospital, Colonial Club, New York Stock Exchange, Fifth Avenue Bank, Harlem District Court, Central Trust Company, Seventh Regiment Veteran Club, Union Trust Company, United States Trust Company, North River Insurance Company, Bowery Savings Bank, Navarero Flats, in numerous Grammar and Primary Schools, and in the residences of John Jacob Astor, C. P. Huntington, Gen. John Cochrane, Cornelius Vanderbilt, Sidney Dillon, Whitelaw Reid, Hon. C. H. Van Brunt, Seth Low, Robert Maelay, Isaac Stern, and hundreds of others in this city; also in the leading Universities, Colleges and educational institutions, large office buildings, banks and business houses throughout the country. Mr. W. S. Johnson is the inventor and patentee of the system, while the management of the business of the company is placed in expert, reliable and painstaking hands.

W. HILDENBRAND. Engineer and Contractor, Suspension Bridges, Cable Tramways, Etc., Room 288, No. 1 Broadway.—Mr. William Hildenbrand, the well-known engineer, has made an enviable reputation, and several notable engineering achievements attest his skill. In the service of the New York and Harlem Railroad, he made the architectural design of the Grand Central Depot, at 42d Street, and constructed the arch roof of the depot hall. After this he was principal assistant to Washington A. Roebling in the construction of the New York and Brooklyn bridge, and is still consulting engineer of the John A. Roebling's Sons Company. After the completion of the Brooklyn bridge he opened an office as an engineer and contractor at No. 1

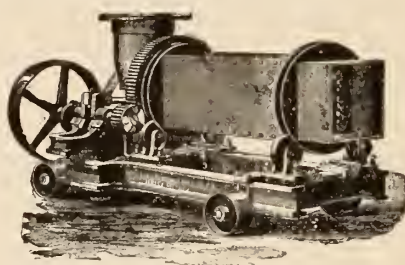
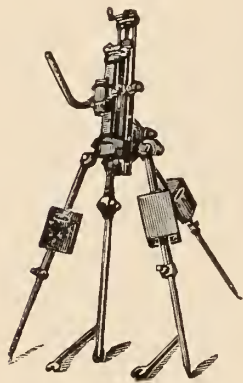
Broadway. He has built a number of smaller suspension and truss bridges and the cog-wheel railway on Pike's Peak. The Washington bridge over the Harlem river has been constructed substantially on his design, which he furnished in a public competition, and which was awarded the second prize. He has also published several books on suspension bridges, underground haulage and transportation by wire rope. Next to Col. W. A. Roebling Mr. Hildenbrand is considered the best authority on suspension bridges in this country.

THE F. D. POTTER COMPANY, Engineers and Contractors, Agents Straight Line Engine, No. 39 Cortlandt Street.—This company enjoy a deservedly high reputation as engineers and contractors and are also prominent as agents for the Straight Line Engine Company of Syracuse, N. Y. The business was originally established here in January, 1886, by Williams & Potter, who were succeeded in 1892 by Mr. F. D. Potter, and on July 24, 1894, the present company was organized under the laws of the State of New York, with ample capital and with F. D. Potter as manager and treasurer. The services of the company are in heavy and important request as contracting engineers for steam plants, and among their patrons are numbered the Mutual Life Insurance Company, the Produce Exchange, the Western Union Telegraph Company, the Metropolitan Museum of Art, the Bank of America, the Cotton Exchange, the Hotel Renaissance, the Hotel Waldorf, the Carnegie Music Hall, in New York City; the Union League Club, the Penn Mutual Life Insurance Company, the Betz Building, and the Bank of North America of Philadelphia. The Straight Line Engine Company manufactures engines from 30 to 300-horse power for all purposes. In every essential and every detail their engine shows marked features of progress, special adaptation to the modern requirements for high speed, designed on scientifically correct principles, and constructed in the most reliable and excellent manner. The very fact of its being at work in the finest engine-rooms in the land is alone a guaranty of its superiority. It is the original and most perfect type of the high-speed steam engine. Its improvements are manifold, and all strictly based on the laws of dynamics and the truest economy of power and its direct application. It finds its natural mission in the permanent maintenance of the highest speeds and is specially adapted to the needs of large buildings, electric light plants, etc. The highest standard of excellence is maintained in every detail, both as to material and workmanship, and the engines are in great and growing demand everywhere. Mr. F. D. Potter is an expert mechanical engineer, a graduate of Maine State College, and was for some years with the Edison Electric Company of New York. He is a member of the American Society of Mechanical Engineers, and under his painstaking direction the F. D. Potter Company is one of New York's most valued industrial factors, and has before it an ever-widening career of usefulness.

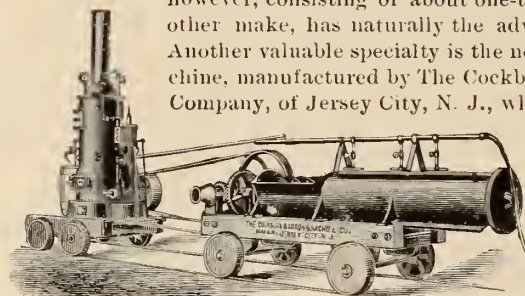
CRAVEN & PARMENTIER, Contractors' Supplies, No. 26 Cortlandt Street.—New York has no better source of supply in the important lines of steam engines, boilers, pumps, derricks, machinery and contractors' supplies than the establishment of Messrs. Craven & Parmentier. This firm are manufacturers, manufacturers'

agents and exporters in this class of goods, and established their business here in 1894. They handle a full and complete line of machinery, tools and general supplies for contractors; engines, boilers, pumps, derricks, hoists, rock drills, picks, shovels, barrows, etc., all of the best make, and received direct from the most reputable manufacturers. The engines and boilers furnished by this reliable and responsible firm are widely famous for their strength, simplicity, durability and perfect operation, and have no superior in this or any other country. The variety of makes and styles is so great that the needs and requirements of all classes of buyers are readily suited, and at terms and prices which are safe from successful competition. Contracts and commissions are promptly filled, and

many of the incidental improvements in the engines and machinery supplies here are due to the large practical experience and close observation of Messrs. Craven and Parmentier, who are determined that perfection shall be as nearly attained as human ingenuity can possibly achieve, in all works supplied by them. They are selling these valuable specialties to leading manufacturers and corporations in this city and state, and also throughout New Jersey and New England, while a specialty is made of S. G. McKiernan & Co.'s rock drills, which are pronounced by competent users to be the most efficient and the most economical in the market. The most perfunctory examination of these drills will convince any one that the claim for their superiority over any other is based on facts, inasmuch as they embody more than any other drill in the market, the most essential features of perfection, viz.: most simple construction, minimum of moving parts and maximum of efficiency with great economy of power. These features are boastfully claimed for almost every drill in the market; this,



however, consisting of about one-third less parts than any other make, has naturally the advantage over all others. Another valuable specialty is the new Concrete Mixing machine, manufactured by The Cockburn Barrow and Machine Company, of Jersey City, N. J., which is specially designed



for cable railway construction and street work, and for mixing concrete for foundations of buildings. This machine was used preferentially on the Broad-

way Cable Railroad and the Third Avenue Cable Railroad, and are now in use on nearly all the large jobs going on in this city and vicinity, notably at the New York Central Bridge piers on the Harlem River and on the piers of the Third Avenue bridge, now being built by Arthur McMullen & Co., among many others. Prices and all other information given on application. The firm are doing a flourishing business in this city and all through the territory named above, while a fine growing export trade is enjoyed with numerous foreign countries. Mr. M. Craven is a native of Annapolis, Md., a graduate of the Naval Academy there, and of Hobart College at Geneva, N. Y., and has been connected with the United States Coast Survey, the Nicaragua Canal, and the Cataract Construction Company at Niagara Falls. Mr. J. H. Parmentier has had large experience in this line with the New York houses of T. N. Motley & Co. and Pierce & Miller.

MORRIS & CUMINGS DREDGING COMPANY, Chesebrough Building, Nos. 21 to 24 State Street.—The Morris & Cumings Dredging Company is the leading and best-known corporation in its line in the United States. The business was founded in 1832 by Ephraim Morris and James Cumings, and in 1873 the present company was organized under the laws of the State of New York. Joseph Cumings is president; H. H. Petze, secretary and general manager; Frank Ridgway, superintendent; George Leary, engineer and assistant superintendent, and William A. Collins, chief engineer. The latter is a grandson of Ephraim Morris, who was the inventor of the celebrated clam-shell bucket, which is to-day so generally used, and has been with the concern from boyhood. The company executes large and important contracts for the city of New York, the United States government and owners of water fronts everywhere, and are justly regarded an authority on all matters pertaining to water ways, channel making, reclaiming lands and general dredging. It has complete equipment, and all contracts undertaken by it are certain to be performed in a competent manner. Among the contracts of note may be named the work now being performed by it in cutting a water way

between the North and East rivers, from Spuyten Duyvel Creek to Harlem River, which it is expected will be opened at the beginning of the year 1895; also, the Bay Ridge channel, making it twenty-one feet deep at low water, for the United States government; the Norfolk channel; Harlem River speedway dredging; Astor estate on Harlem river; and reclaiming lands at Bayonne City and Hoboken, N. J.

WILSON-WHITING-DAVIS OILING COMPANY. New Automatic Oiling System, New York Offices: Mutual Reserve Building, Broadway and Duane Street.—One of the new and important inventions of this wonderfully progressive age is the "New Automatic Oiling System," now being introduced with such great success by the Wilson-Whiting-Davis Oiling Company. This company was incorporated in August, 1894, under the laws of the State of New Jersey, with a capital of \$200,000., and operates factories in Chicago, Ill., and Des Moines, Iowa, and are about building another in this city. This system assures a large saving in labor and oil, and its application insures the oiling of machinery in a positive automatic manner, under a pressure sufficient to overcome all obstacles ordinarily encountered and does away with all the manual labor usually required where hand-fed cups are used. At the same time a large saving of oil, varying from twenty to forty per cent., is guaranteed; the oil comes to the bearings perfectly clean, and the waste, which is very small in amount, can if required, be returned to the reservoir by the gravity pipe system. The wear and tear on machinery, due to careless oiling, is entirely avoided. The cups are of brass and are tested to stand any strain which can possibly be brought to bear upon them. Each cup is controlled by a separate valve and may be adjusted by screw at top, so as to exactly regulate the feed, while permitting the instant flooding of any bearing if required. Each branch of piping and each separate machine is also controlled by a separate valve; hence, when a machine is idle only the one valve requires closing and all cups on its line cease feeding. Insurance underwriters concur in approving this system, as increasing the desirability of fire risks upon plants in which it is used. Its application is attended with most perfect results both on engines and electrical machinery, marine engines, locomotives, line shafting, etc. Tests will be made to demonstrate the working of the system upon any class of high-speed machinery, if desired. Illustrated circulars and all information mailed on application. The officers and directors of the company are as follows: president, William Wilson, Jr.; 1st vice-president and general manager, Morton E. Davis; 2d vice-president, James M. Wilson; treasurer, Charles H. Wilson; secretary, Louis A. Chandler. Directors: W. I. Allen, assistant general manager, C. R. L. & P. Railroad Company, Chicago, Ill.; J. G. Hartigan, assistant general superintendent, Illinois Central Railway Company, Chicago, Ill.; Thomas E. Gooch, New York; Morton E. Davis

New York; Louis A. Chandler, of Dill, Chandler & Seymour, New York; Phineas S. Whiting, electrician, Des Moines, Iowa; R. B. Campbell, general manager of the B. & O. Railroad, Baltimore, Md.; William Wilson, Jr., Washington, Iowa; Chas. M. Linington, Nos. 207 and 209 East Madison Street, Chicago; John A. Young, cashier Washington National Bank, Washington, Iowa. Mr. Phineas S. Whiting, the assistant manager, with headquarters at Chicago, is the inventor of the system and is deservedly prominent as an electrician and as superintendent of electric plants, New York, while J. K. Tremaine is Eastern superintendent. The general management of affairs is in the hands of Mr. Morton E. Davis, first vice-president, who is a well-known New Yorker, eminently qualified by experience and ability for the duties of the position; while Messrs. T. E. Gooch and J. H. Ackroyd, the general Eastern agents, with headquarters in this city, are promoting the prosperity of the company in a marked degree.

AUTOMATIC ELECTRICAL SPECIALTY COMPANY. (Incorporated,) General Electrical Contractors and Dealers in General Electrical Supplies, No. 136 Liberty Street.—This company was incorporated in April, 1894, under the laws of New Jersey, with ample capital and with the following officers, to wit: Wm. A. Reed, president; Aug. Begerow, vice-president and treasurer; Louis J. Auerbacher, secretary and general manager. They are general electrical contractors and dealers in general electrical supplies, and have developed their latent resources with marked rapidity, yet solely on the basis of demand and supply. They are prepared at all times to install electric light and power plants and to furnish all supplies therefor in quantities to suit at short notice and on the most favorable terms. This company is also prominent as Eastern agent for the Hoggson Automatic Electrical Time Stamps, for printing the year, month, day, hour, and minute; changing automatically, and being the only practical and perfect time stamp in the world. Over three hundred are already in use in banks, express offices, fire alarm and police telegraph offices, government offices, post offices, railroad offices, recorders' offices, notaries' offices and business houses throughout the land; also for combined employees' time stamp, watchman's register and general check system. It received the only award for time stamps at the World's Columbian Exposition, as the jury found, after exhaustive tests, that it was the only stamp not liable to derangement. The price is low and can be obtained together with full information from this company. President Reed is at the head of the well-known hardware house of Reed & Auerbacher, in this city. Vice-president Begerow is the senior member of the firm of Begerow & Gerlach, florists, of Newark, N. J.; while Mr. Auerbacher, the secretary and general manager, was formerly with the E. S. Greeley & Company, electrical supply house, and is conspicuously successful in directing the course of this new enterprise.

ELECTRICAL AND MECHANICAL ENGINEERING COMPANY,
Nos. 39-41 Cortlandt Street.—The applied science of electricity owes very much of its material economic progress to Mr. J. H.

Vail, the eminent electrical engineer, and his enterprising associates now incorporated under the title of the Electrical and Mechanical Engineering Company. This company was organized in February, 1893, under the laws of New York, with a capital of \$150,000, and with J. H. Vail, President; George F. Sandt, A. M., M. E., Secretary and Treasurer. The company employ only experienced and expert engineers and have already taken a foremost position as consulting and supervising engineers and contractors for complete equipments of electric light, railway and power systems, and long distance electrical transmission of the best class. They contract for plants combining selected apparatus, but do not represent any special appliances, and are therefore free to cater to the preference of their customers, or to advise them independently as to what selected combination of apparatus will best meet their requirements and local conditions, insuring in every instance reliability, permanency and economy in original investment as well as in operation. They are specially experienced in underground conduit work. They also act as expert consulting engineers for companies or individuals interested in the application of electrical or steam engineering work, and will prepare plans and specifications for the same. They have developed many of the best methods for the transmission of power, also long distance electric railways and have solved every problem of station or street lighting successfully, placing their patrons in possession of the latest and best construction upon the most practical, reliable and economic basis. Their experience includes the active supervision, designing and construction of upwards of 40,000 horse-power of steam plants, over 200 electric light stations, over 1,800 miles of electric railway and 1,800 cars, and isolated electric plants aggregating 750,000 incandescent lamps. Mr. Vail, the President and Chief Engineer, has been in the electrical business in a practical way for over fourteen years. He is a native of New Jersey, and a resident of Westfield, in that state. From 1881 to 1884 he was General Superintendent of the Edison Company for isolated lighting; from 1884 to 1886 he was General Superintendent and Chief Engineer of the Edison Company; from 1886 to 1889 Chief Engineer of the Edison Electric Light Company; 1889 and 1890 Chief Engineer of The Sprague Electric Railway and Motor Company; and 1890 to 1893 Assistant Engineer-in-Chief of The Edison General Electric Company. He has been identified as supervising or constructing engineer with electric light central stations in New York city, Boston, New Orleans, Chicago, Cincinnati, St. Paul, Philadelphia, Brooklyn, Washington, St. Louis, and many other cities of the Union; and is a member of the American Institute of Electrical Engineers. Mr. Sandt is an expert mechanical and electrical engineer, who has been associated with Mr. Vail for the past nine years, and now gives him that hearty and

tangible support that serves to assure the pre-eminence and brilliant success of this company.

ANDREW BRYSON, Civil Engineer, No. 29 Broadway.—In the domain of arts and sciences there is no more distinct sphere in which of late years notable progress has been made than in engineering. And this is equally true of the civil and mechanical branches of the profession. Prominent among the members of the American Society of Civil Engineers is Mr. Andrew Bryson, who occupies eligible office quarters as above. For more than twenty-two years he has followed the profession in the design and construction of steam, elevated, electric and other railways; also bridges, docks and buildings. Since his last engagement as chief engineer, during the construction of the Kings County Elevated Railway, he has acted as consulting engineer for several large enterprises, among which may be noted the South Brooklyn Railroad and Terminal Company. His practical experience covers a wide range, including the Connecticut Western, New York & Long Branch, Rhinebeck & Connecticut, Delaware, Lackawanna & Western railroads, etc., etc. Mr. Bryson is a native New Yorker, a son of the late Admiral Bryson of the United States Navy, and is a Companion of the Military Order of the Loyal Legion, a member of the Society of Colonial Wars, and a Governor of the St. Nicholas Club. He enjoys high repute in social, professional and business circles.

W. C. CULVER, Civil Engineer, Room 54, No. 171 Broadway.—Among those who by sheer force of merit and ability have become famous for the success with which they have invariably accomplished every undertaking is Mr. W. C. Culver, who has won well-deserved laurels as a civil engineer. For business purposes he occupies commodious quarters as above, where he possesses every requisite facility for the prosecution of his vocation. He has had twenty years' valuable experience, and has been established independently the last fifteen years, during which period he has made such an admirable record. Civil engineering in all its branches is executed by Mr. Culver, and he has satisfactorily fulfilled many important contracts. For three years he was engaged on the Bound Brook Railroad, one year on the Fort Edward and Glens Falls Railroad, a year on the Unavilla Railroad, six months on the Jersey City & Albany Railroad, three and a half years on the Pennsylvania Coal Company's railroads, and for a year he was engaged in measuring railroads for the State Board of Assessors of New York. Mr. Culver is a native of New York, and resides in Jersey City. He is possessed of excellent ability, and is held in the highest estimation in professional circles for his executive skill and integrity.

COOLBAUGH & POMEROY, Special Railway Sales-Agents, Cambria Iron Co., Latrobe Steel Works, Shoenberger & Co., No. 256 Broadway.—The members of the above firm, F. W. Coolbaugh and L. R. Pomeroy, are gentlemen in the meridian of life. The

former, Mr. Coolbaugh, is a Pennsylvanian by birth, and the latter, Mr. Pomeroy, is a New Yorker. They are men of recognized push and energy, prominently and favorably known in the railway field, and their success is attributable to their intelligent, earnest and honorable efforts. Mr. Coolbaugh, previous to entering the railway supply field, served twenty years at railroad-



F. W. Coolbaugh

ing, on the Delaware, Lackawanna & Western Railroad, beginning as a water boy on a gravel train, and working up through the various departments to that of chief train dispatcher. Mr. Pomeroy was for many years connected with the Suburban Rapid Transit Company, as secretary and treasurer, but from boyhood he has taken the keenest possible interest in mechanics, so that to-day he occupies quite a prominent position in the fraternity of mechanical men. These gentlemen



L. R. Pomeroy

have been connected with the railway supply business for about twelve years, Mr. Pomeroy having become associate partner in 1889. They have been identified, as general sales-agents, with the leading interests of the

country, such as the Boies Steel Wheel Company, the Dickson Manufacturing Company, Carnegie, Phipps & Co., and are, at present, special railway sales-agents for the well-known Cambria Iron Company, of Johnstown, Pa., whose products are rails, axles, piston-rods, crank-pins, and general railway forgings; the Latrobe Steel Works, of Latrobe, Pa., which is the largest steel tire plant in the world; and Messrs. Shoenberger & Co., of Pittsburg, whose reputation for high-grade steel for locomotive boilers, fireboxes, etc., stands alone among steel-makers. They deal directly

CHARLES MORRILL, Hardware Specialties, No. 35 Warren Street.—The manufacture of saw sets and kindred hardware specialties is one of the important branches of industry of this city, and is carried on with such success by Mr. Charles Morrill, that his house has become a competitor on equal terms with the oldest and most famous manufacturers of Europe, and in some cases has shown a distinct and admitted superiority. Mr. Morrill has been established here as a manufacturer, jobber and exporter of hardware since 1879, and now transacts a widely extended business, having substantial connections in all parts of the world. Morrill's Perfect Saw Set is a superior hand saw set, perfect in its construction and unerring in its operation; will set any hand-saw from one-sixteenth of an inch thick down to the thinnest made, and from the coarsest to the finest in general use. All his saw sets are made strong, accurate and durable. Morrill's Perfected Bench Stop is the most durable and useful bench stop ever put on the market at any price, and only requires a trial to meet general approval. Morrill's Universal Punch is an indispensable office tool, powerful, simple, convenient and durable. Thousands are now in use, giving the highest satisfaction in every branch of business. His Metal Punch is used largely on the electric car system, while they are found useful by all mechanics. Hoyt's Standard Wagon Jack, with Morrill's new improvements, is the best, simplest and cheapest lifting jack in the world. They are made in four different sizes, and are used extensively in New York, express companies, particularly, giving them a decided preference. One of the most useful inventions of the age is Morrill's Parallel Cutting Pliers, the only parallel cutting pliers known to the trade which will cut piano wire successfully, and are simple, useful and durable, and made in several different sizes. Jobbers are supplied with these specialties in quantities to suit at short notice and on the most liberal terms, and illustrated catalogues mailed on application. Mr. Morrill is a well-known New Yorker, and in addition to his success as a business man is prominent as an art connoisseur. He owns a large art gallery and one of the finest private collections of paintings in the city. He is an honored member of the Hardware Club, and recently presented it with a fine painting, "The Shepherd and His Sheep," by Henri de Buel of Brussels.

EDGAR TATE & CO., Solicitors of American and Foreign Patents, Proprietors National Patent Agency, Opposite City Hall, No. 245 Broadway.—One of the foremost patent soliciting firms in New York is that of Edgar Tate & Co., which was organized in December, 1893, the co-partners being Messrs. Edgar Tate and Edward M. Clark, both natives of New York. They have had fifteen years' experience in their present calling and possess a thorough expert knowledge of all its branches. Mr. Tate, the senior partner, is probably the best posted gentle-

man in America in the laws pertaining to foreign patents, having taken out over 20,000 foreign patents, including the Gatling gun, the Wilson Sewing Machine, Bonsack Cigarette Machine, the Foster Kid Glove Fastener, the Bernstein Propellor patents, the Essick Printing Telegraph, the Sawyer-Mann Electric Light, etc., etc. Mr. Clark has had supervision of fully one-tenth of all the patents issued by the U. S. Patent Office the past ten years, and vast interests in negotiating the sales of patents have been constantly left in his hands. Messrs. Tate & Co. sell only selected important patents, and are practically the only firm in existence acting as agents for inventors, for the buying and selling of patents, their practice being in all countries having patent laws, and having agents in all the principal cities of the world. Their Washington offices are within a stone's throw of the Patent Office.

DANVILLE STOVE AND MANUFACTURING COMPANY, A. L. Canfield, Manager, Nos. 284-286 Pearl Street.—This company, whose works are in Danville, Pa., are widely famous as manufacturers of the Beaver stoves, ranges and furnaces; while they are also Eastern agents for the Monarch gasoline stoves, the Monarch gas stoves and the Model steel ranges. The New York office was opened in 1892, and is under the experienced management of Mr. A. L. Canfield, as agent for New York, New Jersey, Pennsylvania and New England. Since its inception this company has been yearly making improvements in and adding new features to its products, and in its spacious New York sales-rooms is displayed a large and varied stock of stoves, ranges and furnaces bearing the company's imprint. Many of these are to be admired for their architectural designs, possessing a beauty of form and ornamentation that would grace the finest rooms. But while success has been achieved in beauty of design, attractiveness of form has been subservient to the construction of every stove and furnace on the best known scientific principles for increasing their utility and effectiveness. Possessing a large plant and having at their command the best of facilities for production, this company have established a mammoth business which has its ramifications in all parts of the country. Two hundred skilled hands are constantly employed at the works, and the output is one of great magnitude and value. Every stove is guaranteed, and illustrated catalogues and price lists are mailed on application. The officers of this company are as follows, viz.: W. B. Chamberlin, president; James Foster, general manager; S. A. Yorks, treasurer; J. C. H. Lynn, secretary. These gentlemen are expert and practical stove founders, who give the business the benefit of their large experience and close personal attention; while Mr. Canfield, the manager in New York, is a native of Rondout, N. Y., and a young man of tried ability and thorough technical knowledge, who has spent his life in this branch of trade and is an expert therein.

H. A. BERRY, Hardware Manufacturers' Agent, No. 51 Dey Street.— This gentleman is deservedly prominent as agent for the Prescott Hardware Manufacturing Company, proprietors and sole manufacturers of the Prescott trackless sliding door hangers, for house, barn, depot, elevator and shed doors; also, for the Norton door-check and spring, and for Samson's battery powder, and has been established in business here since February, 1889. It has been the aim of the Prescott Hardware Manufacturing Company to manufacture and furnish a door-hanger that for general utility, ease of movement, freedom from noise and from liability to get out of repair, would commend itself to every owner of a building in which there is a sliding door. To attain this result they have confined their attention exclusively to this line of goods. They have won a decisive and pronounced success, and now not only claim to support sliding doors on the only correct principle, but in addition give to doors hung with these hangers, an ease of movement and steadiness of motion obtainable with no other hanger. The hangers "react" on the door at both ends, and the door cannot therefore jump, nor can it get off the track, as there is no track. These hangers are made altogether of wrought and malleable iron, and are warranted to outwear any hanger now on the market. The Norton door-check and spring consists of a cylinder, piston, spring and self-adjusting valve. It is provided with suitable brackets and is adapted to be attached to the top part of a door and the frame over the door. In it are two great powers, namely: the spring, which is sure to close the door, drawing the hardest when it is nearest closed—and the check, or the cushioning of the piston on air, which brings the door to a stop for an instant near the jamb, then quietly but surely closing the door and latching it by the operation of the spring, being regulated by the automatic valve, which permits the air to enter the cylinder freely while opening the door, and while closing exhausts the air more or less, as the force exerted on the door to close it is greater or less. Over one hundred thousand are now in use, and the demand is practically universal over both continents. Mr. Berry, the agent, is a native of Boston, and an experienced and painstaking representative, who is promoting the interests entrusted to his care with brilliant success.

JOHAN A. McDUGALL, New and Second-Hand Gas Engines, Shafting, Pulleys, Elevators and Grip-Hoists, Etc., No. 48 Dey Street.— A New York house making a leading specialty of dealing in new and second-hand gas engines is that conducted by Mr. John A. McDougall, who is an expert machinist and an expert in the trade. He established business here in 1891, prior to which he was for three years manager of the Korting Gas Engine Company, a position he filled with judgment and ability. Since entering into business independently he has built up a trade connection all over the United States. The premises occupied comprise two floors, each 25 x 100 feet in dimensions, and fully

equipped with all conveniences and appliances. A full stock of new and second-hand engines is carried, also shafting, pulleys, elevators, grip-hoists, ceiling and exhaust fans, belting, waste, lubricating oils, etc. Mr. McDougall employs about a dozen skilled workmen and makes a specialty of repairs on all makes of engines, while moving is also promptly attended to.

ASHLEY ENGINEERING WORKS, Manufacturers of Steam Specialties and Machinery; Consulting Mechanical and Electrical Engineers and Contractors, Electrical Exchange Building, No. 136 Liberty Street.—In securing the necessary supplies for steam power plants, mills, electric railways and kindred enterprises, our manufacturers and corporations should make a factor of the Ashley Engineering Works. The proprietor and manager, Mr. Frank M. Ashley, is well and



FRANK M. ASHLEY.

widely known, both as a consulting engineer and contractor, and as a manufacturer of steam appliances, electrical specialties, boiler attachments and safety devices, and special light machinery. He operates a factory at Hawthorne, N. J., and is the inventor and manufacturer of Ashley's patent duplex automatic water gauge and gage attachments; also of the Ashley counter-balance safety water columns, Ashley "Excelsior" low water alarm, Ashley automatic boiler feeder, Ashley drawn bell steam whistle, Ashley ball top steam whistle, Ashley lever gage cocks, Ashley pressure and compression gages, Ashley pump traps, Ashley ball check valves, and Ashley damper regulator. He also makes a specialty of model and pattern-making in all its branches. Estimates are furnished for entire steam and electric power plants; steam and electrical specialties are kept in stock, and machinery for special purposes is designed and its construction personally superintended. These works already bear a reputation second to none for ability to fill large contracts promptly and to the letter, and those of our readers who open negotiations with this office will secure advantages and benefits that are not met with elsewhere. Mr. Ashley is a graduate of Stevens Institute of Technology of Hoboken, N. J., and has been in the business for the past twelve years, serving with the Nassau Manufacturing Company, E. W. Bliss & Co. and R. Hoe & Co., in this city, and established the present works in 1889. He is a member of the American Society of Mechanical Engineers and the New York Electrical Society, and, as an inventor and manufacturer, has gained a prestige and patronage thoroughly national in extent and eminently creditable in character.

GLEASON & BAILEY MANUFACTURING COMPANY, Builders of Modern Fire Department Supplies, Nos. 181 to 189 Mercer Street.—The exacting demands of the fire departments of the United States for reliable trucks, fire engines, fire pumps and other supplies have been fully met by the Gleason & Bailey Manufacturing Company. This company are extensive manufacturers of modern aerial trucks, hose carriages, patrol wagons, hook and ladder trucks, hose carts, hose wagons, ambulances, chief's buggies, hand fire engines and other fire protection supplies, besides over 1500 shapes and sizes of brass and iron water pumps. The business was founded in 1840 by Cowing & Co., and in 1882 the present company was incorporated under the laws of the State of New York, the following being the present officers, to wit: Elliott P. Gleason, president; Wallace Drew, vice-president; O. F. Gleason, secretary; Warren C. Gleason, treasurer and manager of the New York city office. The works of this company are at Seneca Falls, N. Y., where steady employment is given to 200 skilled hands. The specialties of this company for fire extinguishment are the best of their kind, and are in heavy and increasing demand throughout the United States, while large numbers are exported to foreign countries. Their specialties embrace patent controlling nozzles, hose relief valves, Empire life-saving net, firemen's bells, gongs, lanterns, hose menders, torches, buckets, axes, crow bars, swinging harness, rubber clothing, and miscellaneous equipment for fire apparatus. A splendid stock of these specialties and supplies is constantly carried, to the

end that no delay may be experienced in the filling of orders, and the requirements of fire departments are met in every instance with promptness and entire satisfaction. The number of fire stations in New York city at the present time, number more than 100, each fully equipped with modern fire apparatus, three-quarters of which has been manufactured from time

to time by this company, and consists of eighteen four-wheel hose tenders, thirty-one two-horse hose wagons and fourteen large hook and ladder trucks; orders are given annually for from six to ten pieces at a time, and this company are the only builders in the United States who have the facilities for turning out so many pieces of fire apparatus in a specified time; their record in other cities is in like proportion to the amount of rolling stock in use. An important invention has been developed by these builders, and that is, their patented rapid raising aerial hook and ladder truck with life car attachment, which is to the inmates of a burning building what the modern devices of a life-saving station are to the shipwrecked mariner. This extension ladder can be fully extended in fifteen seconds, which is considered marvelous as compared with other aerial trucks, which require two and a half minutes for a complete operation. The officers of this company are thoroughly experienced as manufacturers and widely esteemed as men of genius, skill, energy and enterprise. Mr. Drew has charge of the shops

of this company at Seneca Falls, assisted by Frank C. Bebee, superintendent.



THE AUTOMATIC WATER TANK COMPANY, Automatic Railway Water Tanks, No. 143 Liberty Street.—This company was organized in October, 1892, under the laws of New Jersey, with a capital of \$500,000, and is officered as follows, viz: Tiele H. Müller, president; Jos. Seidenberg, vice-president; Paul Sattelkau, secretary and general manager; H. R. Winkelmann, chief engineer; A. Falkenau, inspecting engineer. These tanks are made by this company in various sizes to meet the requirements of each road. Their tanks are made of heavy boiler-steel, (55,000 to 60,000 tensile strength) and each tank will easily outlast from two to three pumps, saving thus on equipment account. The Automatic water-tank fills the tender quicker than a gravity tank does. As it fills itself and is emptied by the steam of the locomotive, there is no more use for the stationary boiler, pump and pump-attendant, thus effecting a complete saving of expense incidental to their employment, that is, wages, fuel and repairs. The tank is also used in connection with storage (reserve) tanks, which equips a station for all emergencies and also commends itself at terminals, round-houses, etc., where water is used for other purposes besides watering locomotives. For the benefit of intending purchasers this company has in operation near New York city, a complete railroad water station, equipped with an Automatic water-tank of 3,000 gallons capacity. A locomotive with a 2,800-gallon tender attached, is kept at duty to demonstrate the practical working of the system. Messrs. Sattelkau and Winkelmann are joint inventors of this system. President Müller is consulting engineer for the Newhall Engineering Company of Philadelphia. The company is prepared to furnish their equipment complete without the cost of a dollar to railroad companies, provided they agree to turn over one-half of the amount saved every month, until the equipment has in that manner paid for itself.

ROWLAND & PLOCK, Mechanical and Constructing Engineers, Naval Architects and Contractors, No. 245 Broadway.—For a young firm, Rowland & Plock, mechanical and constructing engineers, naval architects and contractors, have a very flattering patronage. They stand high in their profession and enjoy a first-class reputation. They are thoroughly practical and experienced in all branches of their art, and do quite a large amount of work. Mr. Geo. R. Rowland, who is a gentleman in the full prime of life, was formerly with the Continental Iron Works, Brooklyn, for twelve years, and has been established since May 1, 1892. Mr. J. Leonard Plock is also a man in the prime of life and a graduate of Stevens Institute, Hoboken, N. J. He became a partner of Mr. Rowland in May, 1894, and prior to that had been with C. L. Seabury & Co., of Nyack, N. Y., for three years. Messrs. Rowland and Plock employ several assistants and are prepared to engage in all classes of work in the line noted. Yachts, launches, vessels for business purposes, marine and all classes of machinery are designed, and construction is

personally superintended. Drawings, specifications, etc., are furnished on short notice and estimates are submitted for the erection of gas works and the alteration of old works. All work intrusted to this firm will be done in the most thorough and competent manner, and satisfaction is assured.

G. M. DAVIS & CO., Manufacturers Steam Heating and Regulating Specialties, Eastern Office, No. 136 Liberty Street.—The interest in valves and other safety appliances is coextensive with the use of steam, and the multiplication of engines and boilers goes on at such a pace that safety has become one of the most important factors of civilized life. Special interest therefore attaches to the productions of Messrs. G. M. Davis & Co., manufacturers of steam heating and regulating specialties at Nos. 96 to 100 North Clinton Street, Chicago, whose New York office is located as above. This is an old and honored house in the industrial history of Chicago, while it has been represented in New York since 1880. In 1890 the present office was opened here to accommodate the Eastern trade, and was placed under the experienced management of Mr. C. E. Evans, who had been in Chicago with the company for six years previous and was thoroughly posted in all the details of the business and the requirements of the trade. The Davis pressure regulator and reducing valve, one of the leading specialties of this house, fills a hitherto unfilled want, combining simplicity, accuracy, durability and economy in the use of steam. Thousands have been sold throughout the United States, and each and every one is unconditionally guaranteed by the firm. The No. 1 style is designed for all places where there is no pulsation of pressure, suitable for steam heating, boiling, drying, distilling and all places requiring a constant, unvarying pressure below that of boiler. No. 2 has the addition of an oil cylinder which prevents jumping or chattering under all conditions, and is to be used where there is a pulsation or vibration of pressure. On steam pumps it will maintain a uniform pressure of delivery, regardless of speed or volume, by being placed in the steam pipe. The Davis noiseless back pressure valve is guaranteed to be perfectly noiseless in operation at any pressure. The Davis steam trap for general service has large capacity and continuous discharge, and is unequalled for discharging condensation from steam heating apparatus, vacuum pans, sugar pans, etc. Other specialties include a damper regulator for high pressure steam boilers, the Davis tank indicator for all kinds of open tanks, the Davis float air valve, the "Victor" automatic air valve, evaporating cups, etc. These goods are in heavy and increasing demand not only in all parts of the United States, but in many foreign countries. Illustrated catalogues and all information mailed on application. The proprietors, Messrs. G. M. and W. E. Davis, are also officers of the March-Davis Cycle Company of Chicago, and are accounted among that class of wide-awake, far-seeing business men who build up great enterprises in every avenue of industry and trade.

THE HAZARD MANUFACTURING COMPANY, Manufacturers of Iron and Steel Wire Rope, Thos. D. Conyngham, Sales Agent, Office and Warehouse, No. 87 Liberty Street.—The Hazard Manufacturing Company of Wilkesbarre, Pa., are nationally famous as manufacturers of wire rope of steel and iron for elevators, shafts, slopes, quarries, bridges, ferries, ships' rigging, tramways, transmission of power, underground haulage and cable railways. The business was founded at Mauch Chunk, in 1848, and moved to Wilkesbarre in 1870, when the present company was organized under the laws of the State of Pennsylvania, with a capital of \$600,000. The New York office was opened in 1879, as a supply depot for New York, New Jersey and New England, and a full stock is carried here of all sizes of iron, steel and galvanized wire rope, galvanized wire clothes lines, galvanized wire straps and sizing, and wire rope sheaves. The ropes are made of the best brands of Swedes charcoal iron and English and German tempered steel. The company has been eminently successful, producing their goods in immense quantities by special machinery and selling them to the trade for distribution to consumers in all parts of the world. In this way a superior article is furnished at a material decrease in the cost of production as compared with the old methods, the credit for this advance being justly given to this old and honored house, whose success has largely come from a fertility of suggestion and invention in devising more useful and valuable goods. The company are now making a cable 120,000 feet long, for the Broadway Cable Company in this city, and have supplied the cables for the Chicago street railways, and large orders for railways in St. Louis and Kansas City; also for the yachts Vigilant, Danutless, Coronet, Emerald and others. Catalogues and prices mailed on application. The officers of the company are as follows: Chas. Parrish, president; D. Ryman, vice-president; Walter Gaston, treasurer and manager; John Bridgman, secretary. These gentlemen all reside in Wilkesbarre, while at the warehouse in this city a large stock is kept on hand.

THE HERENDEN MANUFACTURING COMPANY, (Geneva, N. Y.), 46 Taylor Building, No. 39 Cortlandt Street.—Much attention has been given by scientific men and inventors to perfecting a system of thoroughly heating buildings and dwellings by steam or hot water, and the result has been to bring to the front many different makes of boilers. These are all made differently, but the one above all others to which we wish to call attention is the "Faultless Furman," manufactured by the Herenden Manufacturing Company at Geneva, N. Y., and sold in this city by Messrs. Dudley Bros. This boiler is built of cast iron, its parts connected together by screwed joints, and one in which all the fire and water surfaces stand vertical, thus assuring perpetually clean surfaces and allowing of rapid water circulation. A boiler so constructed is not only the most durable, but will also more quickly and thoroughly

absorb the heat from the fire and so warm your house with the least amount of fuel. This boiler was selected for heating the mammoth green-houses of the Columbian Exposition at Chicago—an award made solely on merit; while over five thousand of these boilers are now in use throughout the country. Dealers and contractors are supplied by this office at short notice, also with radiators of any kind or make, radiator valves, hot water valves, hot air registers, automatic air vents, common air vents, bronzing liquid, hair felt and asbestos paper, sectional pipe covering, Powers' automatic damper regulators, steam gauges, hot water thermometers, steel tubular boilers, pipe and fittings, engines and steam fitters' supplies, etc. Catalogues and prices furnished on application. The co-partners, Messrs. J. G. and A. H. Dudley, are natives of Geneva, N. Y., and young men of experience and ability, who opened this office on the first of January, 1894, and are winning a distinguished and well-deserved success.

F. T. ELLITHORPE, Elevators, No. 136 Liberty Street.—There are certain enterprises carried on in the metropolis which are of peculiar importance to the city as a famous source of supply, and, among the number, that conducted by Mr. F. T. Ellithorpe, commands our attention at this time. This gentleman is the inventor and manufacturer of the improved Ellithorpe air-brake and air-cushion safety devices for passenger and freight elevators, and has been engaged in the industry here since 1881. Paying close and undivided attention to the excellence and perfection of his devices rather than to the amount of sales or monetary returns, his trade has steadily grown from year to year until he has reached a pre-eminence in his industry of which he has every reason to be proud. Being endowed with a genius for invention and an ambition to excel, he has devoted himself with ardor to the production of a safety device which should, when once introduced and tested, be preferred by the user to any other invention. That he has succeeded in this laudable endeavor there is no longer any doubt, as the superiority he has attained is such as to have created a permanent and constantly increasing demand among elevator builders and elevator users all over the United States. The Ellithorpe air-brake and air-cushion have stood the test of hundreds of the most severe and practical trials, and in no single instance have they failed to operate successfully. They cannot do otherwise, if properly constructed, because they both are the result of natural laws, using the element of air for a resisting power to neutralize the accumulative force occasioned by the law of gravity. Either the air-brake or air-cushion can be applied to any elevator that is already constructed, and estimates and plans are furnished upon application. Mr. Ellithorpe acts as New York manager for the Stokes & Parrish Elevator Company of Philadelphia, and is highly regarded in the business world for his inventive genius and business reliability.

IMPERIAL RUBBER COMPANY, Geo. E. Austin, Manager, Manufacturers of Rubber Belting, Hose and Packing of the Highest Grades, Mechanical Rubber Goods, Electrical Exchange Building, No. 134 Liberty Street.—Among the almost innumerable industries which flourish

in the great metropolis, a position of much importance is occupied by that devoted to the manufacture of rubber belting, hose and packing, and many extensive concerns are exercising their energies in the development of this industry. A successful concern of the kind is that of the Imperial Rubber Company, which was inaugurated in 1890, and has been ably conducted under the management of Mr. Geo. E. Austin, who has had

thorough experience in this branch of business and understands fully how to meet all its requirements. He has acquired a first-class business connection and a trade that is steadily growing in volume. The company manufacture rubber belting, hose and packing, of the highest grades, and also deal in mechanical rubber goods of every description. They are also sole agents for the American Steam Packing Company, likewise for the Munson Leather Belting and Albion Flexible Gas Tubing. Only the best



GEO. E. AUSTIN.

and most reliable goods are handled, and orders from the trade are filled upon the most liberal, equitable terms.

ROBERT A. KEASBEY, Magnesia Sectional Coverings, No. 54 Warren Street.—The increase in the size and magnitude of office buildings, factories, institutions and residences in the last few years has brought the use of steam for heating, lighting, etc. into prominence. With the increased use of steam has come into extensive use another branch of mechanics, namely—the covering or insulating of steam pipes, tanks, cylinders and other heated vessels. While there are many kinds of covering brought forward from time to time there is only one which is really suitable for the purpose intended,—that is the **MAGNESIA SECTIONAL COVERING**. This covering has been in use for something over eight years, and it is known and used probably more than all of the other coverings put together. In this city there are comparatively few buildings of any size erected in which it is not used as covering for the steam pipes, for the insulating of a wall, or for lining of a safe. This material is manufactured by the Keasbey & Mattison Company of Ambler, Pa., who are the largest manufacturers of **MAGNESIA** in this country, and who hold United States patents on **MAGNESIA** as a steam-pipe and boiler covering.



This covering is composed of pure carbonate of **MAGNESIA**, with a small percentage of a soft woolly fibre. The fibre is put in to form a bond. It is made in hollow sections to fit the various diameters of pipes; also in special forms to cover standard fittings; in slabs or boards for the insulating of walls, or for the covering of large heated surfaces; also in plastic form for covering irregular surfaces and packing of safes, etc. This covering is now being used extensively for the covering of portable boilers and hot air flues in residences. Its tenacity and symmetry of form makes it particularly pleasing to the eye and effective. Among the large buildings in which **MAGNESIA** has been used, we would call attention to the Equitable Life Assurance Building, No. 120 Broadway; Manhattan Life Insurance Building, No. 64 Broadway; World Building, No. 31 Park Row; Cable Building, Broadway and Houston Street; Fulton Building, Fulton and Nassau Streets; R. H. Macy & Co.'s Building, 14th Street and Sixth Avenue; New York College for Training of Teachers, 120th Street and Morningside Park. The gentleman who deserves the most credit for the success of the magnesia interest in New York city and vicinity is the New York agent, Robert A. Keasbey. He makes heat insulation his study, and has proved himself capable of advising and contracting for work of any size which is presented to his notice.

A. MILNE & CO., Foreign and Domestic Iron and Steel, No. 8 Oliver Street, Boston; No. 1 Broadway.—The trade in iron and steel is one of vast importance to the whole country, and probably engages a larger amount of capital in its various ramifications than any other industry outside of those furnishing food and clothing. Both iron and its product—steel—nowadays enter into the construction of almost every edifice, mechanical contrivance, and article of every-day use; and information in regard to these materials cannot but prove of universal interest. Of the prominent houses engaged in the importation and sale of iron and steel, none in New York is better or more reputably known than that of A. Milne & Co. This firm was organized in January, 1887, the co-partners being Messrs. A. Milne, Luther Little and James K. Hoyt, all thoroughly experienced business men. Mr. Milne is a veteran in the iron trade, having been engaged therein for forty years, part of the time as a member of the firm of Naylor & Co. Messrs. Milne & Co. are United States representatives for Alrutz & Co., of Stockholm and London, and general importers and wholesalers in foreign and domestic iron and steel of all kinds, except that intended for structural purposes, and a leading specialty is made of Swedish iron. The trade of the house extends all over the United States, and all orders are promptly met upon the most equitable terms. The Boston house is in charge of Mr. Luther Little.

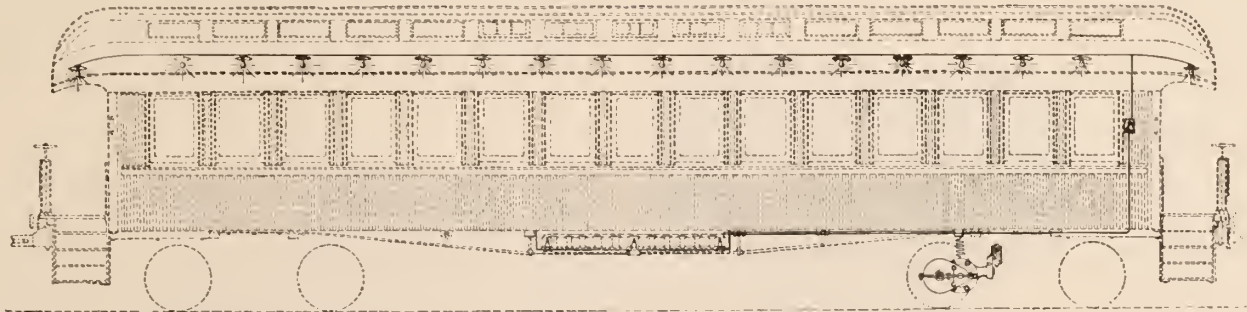
THE GENERAL MANUFACTURING COMPANY, General Office: Havemeyer Building.—The greatest success in the manufacture of hydraulic machinery has been achieved by the General Manufacturing Company, whose works are at Bound Brook, N. J. This company was incorporated in 1893, under the laws of the State of New Jersey, with a capital of \$2,500,000, and have already become widely famous for the manufacture of single, compound and triple expansion hydraulic engines, accumulators, forging and flanging presses, shears, punches, riveters, cranes, motors, etc. They supply complete hydraulic plants for boiler manufacturers, bridge builders, forgers, founders, etc., and are the only manufacturers of the complete "Naylor system." Founded upon a substantial basis of energy, skill and integrity, the business has had a rapid growth, and is one of the best illustrations of industrial progress in the country. The company are now making the largest hydraulic forging press in the world, ranging from 4,000 to 10,000 tons pressure; while among other noted specialties should be named the cross compound surface condensing pumping engine, which they build of high efficiency for water works, etc.; cross compound hydraulic pumping engines, which are built for any pressure required and will do more work per cubic foot of steam than any other pump on the market; belt pumps, for use with riveters, or any place where shafting is already handy; reversing hydraulic motors, useful for driving bending rolls, cranes, hauling or hoisting, etc., and built of any size; hydraulic shearing machines, safety device for elevator cars,

portable hydraulic test pump, etc., etc. Every machine is severely tested before shipment and is guaranteed to give satisfaction, while prices are at bed-rock and, quality considered, are the cheapest quoted by any similar works in the land. Illustrated catalogues mailed on application. The officers of this company are as follows, viz: Abner W. Pollard, president; Robert S. O'Loughlin, vice-president; Louis A. Pollard, treasurer; Edward G. Kidder, secretary; J. B. Cleaver, business manager; Ernest W. Naylor, mechanical engineer. Possessed of sterling enterprise and alert to meet the most exacting requirements of customers, the officers and managers of this corporation manifest a determination to maintain their productions in the van of the market, and are reaping their reward in a rapidly increasing patronage and a renewed season of prosperity.

C. & G. COOPER & CO., Corliss Engines, High Pressure, Triple Expansion, Compound and Condensing. (F. W. Iredell, Manager), Havemeyer Building, No. 26 Cortlandt Street.—The metropolis has the benefit of the most perfected facilities in the great staple lines of engines, boilers, mining machinery and complete steam plants through the medium of the old and honored house of Messrs. C. & G. Cooper & Co., whose works are in Mt. Vernon, Ohio. This firm are manufacturers of Corliss high-pressure and triple expansion engines, and cross compound condensing and non-condensing engines; also boilers and machinery, and contract for complete steam plants, mining machinery and outfits. The house is one of the strongest and ablest in its line, having been in existence since 1833, and the proprietors bring to bear the widest range of practical experience, sound judgment and thorough knowledge of the wants of the manufacturing interests of New York and New England, as well as every portion of the country. They opened their New York office in 1883, and placed it under the management of Mr. F. W. Iredell, who has had many years' experience with engines and machinery, and is eminently fitted to advance the interests of the house in this the most important centre of industry on the continent. He supplies the trade throughout New York, Pennsylvania, New Jersey and New England, and among important commissions executed by him in this section may be named those for the Montague Street Railroad Company, the Atlantic Avenue Street Railway Company, and the Nassau Street Railway Company in Brooklyn; the Union Electric Street Railway Company, New York; the Naumkeag Cotton Mill, Salem, Mass.; and the Standard Silk Company, Phillipsburg, N. J. Orders by telephone No. "1708 Cortlandt," by telegraph or mail, receive immediate and careful attention, and entire satisfaction is invariably given, while the prices which prevail cannot be duplicated, quality considered. Mr. Iredell is widely and favorably known throughout the trade, and is eminently popular and successful in meeting the demands of a large, influential and critical patronage.

THE BIDDLE RAILWAY CAR ELECTRIC LIGHTING COMPANY, Room No. 1119, Downing Building, Nos. 106-108 Fulton Street.—The progress in the domain of electricity is, perhaps, the most notable feature that marks the age in which we live. The application of this mysterious and mighty agent in its various forms has been carried beyond the sphere of experiment, and its future is

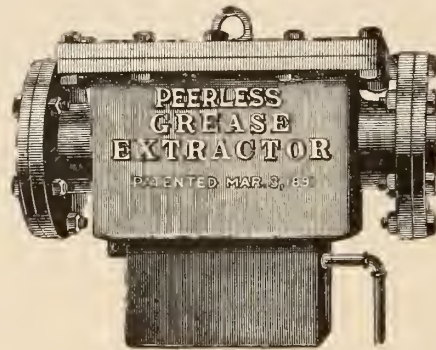
proved method of railway car lighting, and has many meritorious features peculiar to itself. It is easily applied and adjusted; it is less cumbersome in its parts than any other system, and it is absolutely safe; and it is economical, as well as effective. Mr. Biddle, the president and treasurer of the company, is the originator and inventor of this system. He will be pleased to furnish all information pertaining thereto, and invites correspondence.



assured. As a means of furnishing light, its use has become well-nigh universal; and its advantages are so manifest that they need not be enlarged upon. And there has been a steady advance in the successful adaptation of electricity for lighting purposes in recent years. What with discovery, invention and improvements, it would almost seem as if the desideratum had been reached in the direction indicated. In which connection special mention is due the Biddle Railway Car Electric Lighting Company. They have achieved a distinct success, and have succeeded in introducing an invention for lighting railway cars which is conceded to be the most perfect, effective and altogether superior contrivance for the purpose mentioned ever devised. Their system is a triumph of science and skill in its way, and is used by several prominent railways in the United States. The Biddle Railway Car Electric Lighting Company, of which William Biddle is president and treasurer, was organized July 17, 1894. It is incorporated under the laws of the State of West Virginia and has a capital stock of \$500,000, divided into 10,000 shares of \$50 each. The system of car lighting, of which this company are sole patentees, is very simple in its application and in all its details, and can be used on any railroad car in the country. The dynamo is driven from the axle by a spur gearing, and the electric power is switched on the batteries and lamps at a speed of eighteen miles per hour by a switch device which is automatic in all its movements. The system consists of one dynamo, wound to act as a governor for all rates of speed, from a mile to a hundred miles; twelve storage batteries, the incandescent lamps and the necessary wiring. This system is applied to each car independent of the other, and is an innovation which is meeting with unequivocal recognition. It is an entirely new and im-

THE SHIP COPPER PLATING COMPANY, J. H. George, President, Richard Grant, Treasurer, Room No. 424, Postal Telegraph Building, No. 253 Broadway.—This company represents one of the most prominent institutions of the kind in the country. It was organized in 1893, under the laws of the State of New Jersey, with a capital of \$200,000, and is officered as follows, viz.: Jas. H. George, president; Richard Grant, treasurer; W. J. Conkling, secretary. The business conducted is the electro copper plating of hulls of steel and iron ships, by an electrical process invented and patented by Thos. S. Crane, Esq., the well-known patent attorney, which makes an even plating to any thickness desired, and keeping off barnacles and other marine growth. The field covered by the company is an important one, and they own the United States patents for the process and control the same in twenty-one other nations. The management has with characteristic enterprise availed itself of every modern device for perfecting the operations of the house. The reputation of the company for the execution of work of a high order of merit is excelled by no concern in the country. The invention has the hearty and unqualified endorsement of ship-owners who have tested its merits, and the prominence and popularity of the company has thus been honestly won. President George was formerly in the cooperage industry in Jersey City and New York; while Treasurer Grant is actively engaged in that business in Jersey City. Secretary Conkling is agent for the Lehigh Valley Railroad Company at Newark, and all are sound, successful business men.

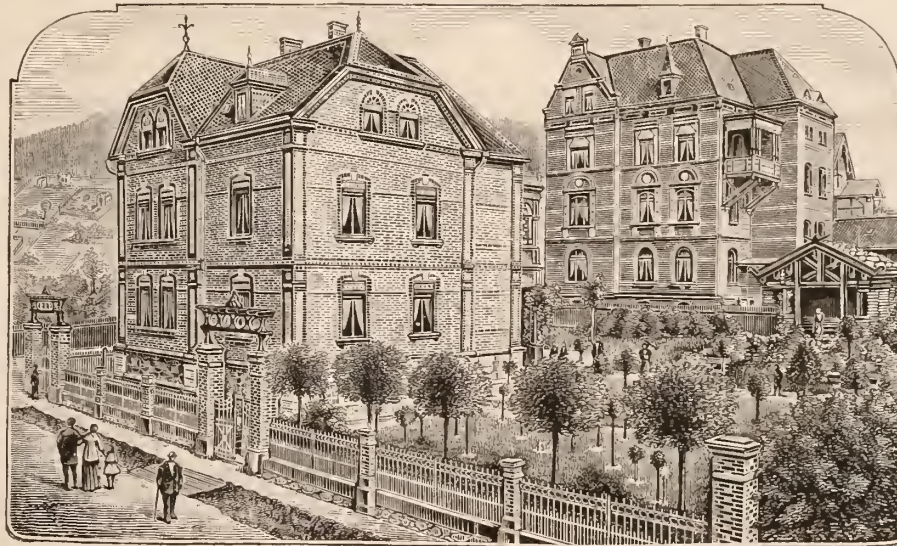
HUSSEY, McCANN & CO., Manufacturers of Peerless Grease Extractors, Dealers in First-Class Steam Specialties, No. 15 Cortlandt Street.—The firm of Messrs. Hussey, McCann & Co. is both eminently useful and deservedly successful in virtue of the fact that it is the sheet anchor of steam users and important industrial enterprises all over the country. As manufacturers of the "Peerless Grease Extractor," for removing oil and all other impurities from exhaust steam, the firm occupy a niche in the industrial world peculiarly their own. This invention was patented March 3, 1891, by Messrs. Levi Hussey and Edward McCann, the inventors, and was placed on the market immediately; the firm own and control all the United States and foreign patents and are sole manufacturers of the "Peerless Grease Extractor." The firm occupy eligible office quarters at the above address, and also occupy a floor at No. 42 Cortlandt Street, where they show a full line of extractors, in both "Side" and "Top" opening styles, and in sizes from 2-inch up to 18-inch, all ready for shipment. The "Peerless" is positively the most effective and only reliable grease extractor ever offered to steam users. It is the only grease extractor that renders practicable the satisfactory use of exhaust steam for purposes for which pure and clean steam is indispensable, such as boiling, dyeing, scouring, steaming all kinds of materials, brewing, making artificial ice, etc., and makes it possible to return all water of condensation from heating systems, vacuum pans, etc., back into the boilers without any danger of injury to the same from grease. It is positively guaranteed to remove the oil or grease from exhaust steam more effectually than any other grease extractor, eliminator, purifier or separator on the market. It is offered and sold in all cases under guarantee, and its use will repay its cost in from three to eight months. It is in use by the Manhattan Life Insurance Company's Building, Postal Telegraph Company, Mutual Reserve Building, New York Produce Exchange, Police Gazette, New York Staats-Zeitung, Potter Building, Cable Building, Holland House, Hotel Endicott, Kaufman Building, Buckingham Hotel, Germania Building, Dakota Apartment House, R. H. Macy & Co., Union Square Theatre, Bloomingdale Asylum, 50th Street Station of Broadway Cable Road, Gilbert & Barker Manufacturing Company, Gillis & Geoghegan, J. S. Haley & Co., John Simmons Company, Jones & Marcy, Lawrence Tivy, Wells & Newton Company, Gorham Manufacturing Company, The



Pairpoint Manufacturing Company, and many other places in New York, as well as Boston, Philadelphia, Chicago, and all throughout the United States, Great Britain and Germany. The reader will notice that most all of the buildings which are illustrated in this volume, are equipped with Peerless grease extractors. Sales of this important specialty are constantly increasing, and Mr. McCann, under whose guidance the business is conducted, and who is sole manager of the business, reports orders from all parts of the United States, Great Britain, Germany and other countries, which, as he says, clearly proves that manufacturers and steam users generally appreciate that the Peerless Grease Extractor is an article that can not be dispensed with on any economical and properly designed steam plant.

MCGUIRE MANUFACTURING COMPANY. Daniel J. Dowdney, Eastern Agent, Manufacturers of Patented Electric, Cable and Elevated Railroad Trucks, No. 171 Broadway.—As the Eastern agent for the McGuire Manufacturing Company, of Chicago, Ill., this gentleman is a prominent and distinct factor in the development of the various street car lines in our large cities. The above company are manufacturers of patented electric, cable and elevated railroad trucks, and were the first to introduce the same in the United States. The company received the highest award at the World's Columbian Exposition for four-wheeled electric motor car truck on the following points, viz: "Simplicity, strength, completeness of general design, solid pressed steel frame with extended spring base and safety brake"; also for double or swivelling trucks for suburban and elevated electric motor cars, for "simplicity, strength, center-bearing maximum traction arrangement and solid pressed steel frames"; and for special double trucks for long electric motor cars, embodying the desirable features of low hanging and the use of a device for shifting part of the load from the large drive wheels to the small guide wheels on curves, permitting all the load to be carried on the drive wheels for traction on straight track, and preventing derailment on curves. "simplicity and strength." Their adjustable traction truck is the latest improvement in electric motor trucks. They are in use in Chicago, Denver, St. Louis, Milwaukee, New Orleans, Toledo, Grand Rapids, Kansas City, Tacoma, San Francisco, Syracuse, Salt Lake City, Terre Haute, Omaha, Seattle, Springfield, Ill.; Rochester, N. Y.; New York city, and other cities too numerous to mention here. This company also manufactures the Columbia magazine cast iron street car heater, which they have recently introduced and which is bound to revolutionize the old methods of warming street cars. Mr. Dowdney, the Eastern agent, opened his office here early in 1894, and is building up a large and influential patronage in this important territory. Parties interested should communicate with him by telephone, "345 Cortlandt," or call at his office and investigate the merits of these specialties for themselves.

ESCHER & CO., Manufacturers and Importers of Razor Hones, Oil Stones, Jewelers' Polishing Stones, Etc., No. 107 Duane Street.— Mr. Charles Quastenberg is the American representative of Escher & Co., of Sonneberg, Germany, who are the largest manufacturers of razor hones and oil stones for sharpening or polishing purposes in the world. The house itself has been established many years, and its goods enjoy a wide reputation for their uniform high quality. They were well known in this country years ago, and the demand reached such an extent and importance that the house finally decided to open a branch here for the special benefit of the trade in the United States. This step, undertaken first as an experiment, proved a success from the start, and under the efficient administration of Mr. Quastenberg, the trade in the United States has grown until its proportions now form an important part of the immense business of the house, which extends to every part of the world. The salesrooms and sample rooms were formerly at No. 33 Murray, corner of Church Streets, but desiring more commodious quarters to accommodate the large business, a removal was made to the present address, where Mr. Quastenberg displays a full line of samples and carries a large stock of the various products of the house, including razor hones of every description and a variety of sizes, oil stones for sharpening edge tools of every description, polishing stones for the use of jewellers and art metal workers, and every variety of stone for sharpening or polishing purposes. Their German water hones are a specialty which meets with pronounced success in all parts of the world, as by the use of the Escher & Co. hone a keen and smooth edge is obtained in the briefest time with the least wear on the surface of the razor, which fact appeals strongly to all tonsorial artists. The same is true of the jewelers' polishing stones and tool sharpening stones. The goods are sold to wholesalers and jobbers all over the United States. The American branch was established in 1894, and during its first year the business has assumed large proportions.



QUADRUPLE STEAM PUMP COMPANY, No. 89 Liberty Street.— Great and important improvements have recently been made in the production of steam pumps for all kinds of service, and the leader in this advance is the Quadruple Steam Pump Company, whose works are at Arlington, N. J. This company was incorporated in August, 1894, with a capital of \$200,000, for the purpose of introducing the new Quadruple steam vacuum pump. This is a pump in which the principle is entirely new and original with the inventor, and in which all of the objections heretofore found in vacuum pumps have been overcome. An important principle introduced in the "Quadruple" is, no matter how long the pump is working, the four cylinders are kept absolutely cool, causing a rapid condensation of the steam in the cylinders, and giving a perfect vacuum which admits of a long suction. The construction is such that all of the discharge is passed through a chamber situated between the four cylinders, thus keeping them perfectly cool and overcoming the difficulty and complaint so general and common in all other vacuum pumps. As to economy, the Quadruple will handle double the amount of liquid than any other steam vacuum pump, and force it to a greater height with no increase in working expenditure, making it fifty per cent. cheaper, an important item in its favor. It is the only pump ever invented with four working cylinders, making it a double duplex with but one suction, one discharge and one steam supply. It is marvellous in its capacity, the simplest in construction, free from defects, and the cheapest ever offered to pump users. Sizes and prices furnished on application. The officers of the company are as follows, viz: W. J. Okell, president; W. E. Hollingshead, treasurer; W. J. Okell, Jr., secretary; G. F. Badger, general manager. The inventor of the pump, Mr. Henry Snooks, is superintendent of the works, and in that capacity gives the company the benefit of his great practical skill and close personal attention; while the management in all departments is of a character to assure the brilliant success of the enterprise.

J. W. HOWARD, Civil Engineer, Washington Building, No. 1 Broadway. —The profession of a civil engineer is one that is weighted with great responsibility, and requires on the part of those engaged therein special training and educational qualifications. This profession is divided into many specialties, because of the demand for great and exact knowledge in each branch. Among representative leaders in the engineering profession in New York should be named Major J. W. Howard. This gentleman makes a specialty of asphalt, its sources and uses. He is retained as consulting engineer by the Trinidad Asphalt Company, the Barber Asphalt Paving Company and others, and is, in fact, recognized as the best versed man on asphalt in the country, and the leading authority upon all matters relating thereto. He was born at West Point, N. Y., his father being General O. O. Howard of the United States Army, and is a graduate of Rensselaer Polytechnic Institute, at Troy, N. Y. He studied at Paris, France; and graduated from the University at Gottingen, Germany. He has visited the principal asphalt beds in the world, and has been engaged in the practice of his profession since 1880. The fidelity and accuracy with which he has performed all work entrusted to his charge has made for him a reputation of the highest character. He is in touch with all branches of civil engineering, and has been engaged in a number of important undertakings which required superior ability and which under his management were brought to a successful issue. He is the author of a book on "Natural Asphaltum and its Compounds," their importance, definitions, mineralogy, analysis, uses, history and statistics, besides many pamphlets. He writes for various journals of the country, and speaks German, French and Italian. He is still a young man, gifted, cultured and successful.

L AFLIN & RAND POWDER COMPANY, Manufacturers of Gunpowder, Etc., No. 29 Murray Street.—The Laflin & Rand Powder Company enjoy the distinction of being the largest manufacturers of gunpowder, high explosives and electric blasting apparatus in the United States. The company was formed in 1869, by the consolidation of various interests, and now owns and operates mills in many parts of the United States. No organization in the business has facilities equal to those of this company for manufacturing and distributing its product, while it is likewise an established fact that it manufactures the best powder on earth. Its leading brands are Orange Lightning, which is the highest grade; Orange Ducking, a very strong, clean powder, made with the greatest care; Orange Rifle Extra, standing without an equal, being quick and strong, and burns with such perfect combustion that the only residuum left in the barrel after shooting is a dark, oily substance, easily removed. The leading riflemen, as well as shooters at the trap, and sportsmen throughout the country give Orange Rifle Extra the preference. They also manufacture military,

mining, blasting, Fourth of July, fuse, meal and other brands of powder of the best quality, all kept in stock or made to order. All material used is of the best quality. Before its use, such material is prepared in the most scientific manner, and, by the most thorough incorporation, the greatest uniformity and efficiency are obtained. All nitro-glycerine used is absolutely free from acid. All grades are formulated to produce a complete combustion when exploded, and this company can justly claim maximum quality and efficiency, maximum safety and minimum price. The company are largely interested in the Standard Cartridge Company, and the Orange powder can always be had loaded in the Standard Company's cartridges, which are most excellent in all respects, and not surpassed by any. They are likewise large shareholders in the Repaumo Chemical Company and the Hercules Powder Company, and their "Atlas" powder and "Hercules" powder both are high explosives of the first-class and can be obtained of this company on the most favorable terms. Illustrated catalogues and price lists mailed on application, and the company's trade extends throughout the United States, Canada, Mexico, South and Central America and the West Indies.

H UDSON RIVER STONE SUPPLY COMPANY, Broken Stone for Concrete, Macadam, Beton, Etc., No. 2 Cortlandt Street.—In making suitable reference to the Hudson River Stone Supply Company, we introduce to our readers a house of wide celebrity in the line of broken stone for concrete, macadam, beton, etc., ranking first in quality and second to none in the volume of production. Its trade is active and influential in city and country, ever enlarging in volume and importance, and its products are in growing demand wherever introduced. The company was incorporated in 1890, under the laws of the State of New York, with a capital of \$300,000, and is officered as follows, viz: W. C. Andrews, president; W. A. Alsdorf, vice-president; C. G. St. John, secretary and treasurer. They own and operate the Storm King Granite Quarry, at Storm King, N. Y., covering twenty acres; and the Stoneco Bluestone Quarry, at "Clinton Point," Stoneco, N. Y., covering 300 acres. The expert choice of raw materials for concrete sidewalks and general grading purposes requires absolute technical knowledge, wide observation and large practical experience. These qualifications are amply possessed by this representative house. All stone supplied is guaranteed to be satisfactory in every respect, and all statements, expressed or implied, in letter and spirit are substantiated. Orders by telephone, "No. 563 Cortlandt," by telegraph or mail, receive immediate and careful attention in all cases, and prices are made invariably satisfactory to buyers. The officers of the company are native New Yorkers, and gentlemen of large practical experience who give the business the benefit of their close personal attention and thus insure its perpetuity.

ELECTRIC-POWER STORAGE COMPANY, Manufacturers of Standard Planté Storage-Batteries, Office: No. 1210 Havemeyer Building, No. 26 Cortlandt Street.—New York is the headquarters for all those great corporations that have done so much in the development of electricity as a power in the industries of the world. Prominent among them should be mentioned the Electric-Power Storage Company, who have made a name and fame in electrical circles as manufacturers of the Standard Planté Storage-Batteries. These batteries are used as accessories to electrical plants, and are specially adapted to electric launches and to the lighting of yachts and railroad cars. The company was incorporated in 1892, under the laws of New Jersey, and have their main office as above. Their batteries, which are of the true Planté type, weigh about thirty per cent. less than other batteries of similar capacity; their electrodes will not disintegrate, and consequently do not require to be removed from the box, nor to have the boxes cleansed every few weeks (as is the case with many other batteries); they will not sulphate, and the plates cannot buckle. After the cells are set up and in use nothing need be added to the electrolyte except a little distilled water, or rain water that is free from iron and lime. Every cell is tested before being sent out, and is guaranteed to perform fully the service for which it is rated. Owing to their peculiar construction, and their very low internal resistance, these batteries are capable of yielding effectively and without injury to their plates, a discharge current that would ruin other batteries of similar rated capacity. They are, therefore, especially adapted to traction purposes, to running electric launches, and to central station and power house service, or to any service where an excessive discharge rate may occasionally be demanded, as they cannot be injured by excessive charge or discharge currents. A plant of these cells has been discharged repeatedly for a period of sixteen months past at rates of from one and a half to six amperes per pound of Pb. As evidence of their faith in the efficiency and durability of their batteries this company contract to keep them in full and efficient working for a yearly charge of from six to ten per cent. of their original cost. Estimates are promptly furnished for complete electric plants, for light or power, and the same installed on as reasonable terms as are consistent with thorough workmanship and first-class materials. They operate a well-equipped factory on Elm Street, this city, and are in a position to conduct all operations under the most favorable conditions, and to guarantee the prompt and perfect fulfillment of all orders and commissions. Price lists, tests and all information mailed free. The directors of this company are as follows, viz.: George W. Harris, president, No. 26 Cortlandt Street, New York city; George S. Bell, vice-president, (retired), No. 1204 Boston Avenue, New York city; E. C. Harris, attorney, treasurer, Prudential Building, Newark, New Jersey; M. H. Chase, capitalist, secretary, No. 24 Park Street, Newark, New Jersey; Hon. H. L. School, alderman, No. 2770 Third Avenue, New York city; William H. Brush, real estate, No. 247 Broadway, New York city, and Alonzo Fogal, real estate, No. 668 East 136th Street, New York city. Mr. Leonard Paget, Ph. D., L. L. B., the consulting electrical engineer of the company, is a well-known expert in electrical matters

and the inventor of the storage battery introduced by the corporation. The board of directors are all prominent in the business world, and are affording Mr. Paget that tangible support and hearty endorsement which have enabled him to perfect the most practical storage battery in existence.

HENRY B. OAKMAN, Electrical Engineer and Contractor, No. 414 Electrical Exchange Building.—The rapid growth and development of New York and adjoining cities has created a field for the electrical engineer and contractor that has never been equaled.

Among those prominently engaged in this branch of business is Mr. Henry B. Oakman, who is an electrical engineer of ten years' experience, being formerly manager of the New York State business of the Edison General Electric Company, with headquarters in Buffalo, N. Y., and established himself here in 1893, becoming at once prominent in electrical circles as general Eastern agent for the Westrom Electric Company, of Baltimore, Md., who are manufacturers of the Westrom motors and dynamos. His functions include the furnishing of equipments for electric railways, electric light and power plants, and the submission of designs and estimates. He has carried through to a successful issue many important undertakings and his talents have been duly appreciated by the public, who have



HENRY B. OAKMAN.

endorsed his work. Having acquired a thorough scientific training and having entered upon his calling with a complete knowledge of his profession, Mr. Oakman has an expert understanding of all the exacting demands of the public, the fulfillment of which is necessary, if one would succeed in this day of push and keen competition. His business is large and influential throughout New York, New Jersey and New England, and his services are rendered in such a manner as to add to his reputation, and he stands prepared, fortified by his large experience and ample resources, to promptly carry out any promise he may make to his patrons. Among those who are now using his apparatus in New York city are: St. James Hotel, Empire Hotel, Adams House, Stephens apartment house, New York Industrial buildings, American Grocery Company, and the Chapman Derriek and Wrecking Company.

F. CONLIN, Castings in all Metals, Wrought Iron and Steel Material, Machinery, Etc., Nos. 31 and 33 Broadway.—This gentleman is prominently identified with the iron trade of New York city. His business is to supply iron, steel, malleable, brass and bronze castings, wrought iron and steel material to structural iron contract-

ors, bridge builders and exporting firms. Mr. Conlin is the New York representative of the Bethlehem Foundry and Machine Company, of South Bethlehem, Pa., a large concern, fully equipped for turning out all kinds of building and machinery castings, ranging from a small rosette to an eight-ton column. It manufactures a great variety of machinery, air brakes, silk looms, the Moffat portable steam drill, electric pumps, pneu-

iron, brass and bronze founders, well and favorably known for a high-class grade of work in light iron castings, art work, medallions and ornamental bronze and brass castings. In addition to the two firms mentioned, he is closely allied with several mills and other iron manufacturers, making his facilities for quoting and estimating on all kinds of iron work complete and satisfactory. In the present age of fire-proof structures, sky scraping office buildings, etc., the use of iron material is annually increasing in ponderous proportions, particularly in and about New York city. Mr. Conlin is well informed in all matters connected with this important branch of industry, owing to his experience as contractor in structural iron work, being a member of the late firm of Thorp, Conlin & Co. which, when in existence, completed some of the largest pieces of architectural iron work now standing. Among the number it might be of interest to mention the Mollenhauer Sugar Refinery of Brooklyn, the National Sugar Refinery of Yonkers, Gerard Hotel, West 44th Street, New York city; Presbyterian Mission House, 63rd Street, New York city, and Mayer Lane & Company's Warehouse, White Street, New York city. Mr. Conlin has also made a specialty of iron working machinery, and can supply any want in this direction. Machines to crimp No. 12 sheet iron, circular shears to cut $\frac{1}{4}$ " plate 30" from the edge, the Schmeeckloth Patent Press, which shears tees $3\frac{1}{2}$ " x $3\frac{1}{2}$ " x $\frac{1}{2}$ ", with one cut, and sundry bending machines, are recent additions of his to meet the wants of the iron worker.

A MERICAN TOOL COMPANY, Manufacturers of Tool Chests of all Kinds, No. 200 West Houston Street, near Varick.—This reliable concern, so well known all over the country, was incorporated in 1879, under the laws of New York, with ample capital, its officers being as follows, viz: President and treasurer, Mr. John H. Patrick; secretary, Mr. John H. Patrick, Jr. From the start the uniform excellence of their products and their adaptability for all general purposes commended them to the public, and a large trade was built up which has since steadily grown in volume and importance, until to-day the business is one of the largest of its kind in the United States. The premises occupied consist of five floors, each of which is 25 x 100 feet in dimensions. They always carry a complete stock, and chests are made in all sizes, and fitted up with a superior quality of tools adapted for the use of boys, youths, gentlemen, housekeepers, farmers, planters, carpenters, railroads and mines; a line of machinists' empty tool chests are also manufactured. Tool chests are produced in various styles and suited to the hardware, toy and department store trade, which they send all over this country, as well as export, and they are in great demand wherever they become known. Both the Messrs. Patrick are natives of New York.



F. Conlin

matic pumps, high and low pressure blowers, sugar machinery, presses, shears, crimpers, and other metal working machinery, side walk elevators, etc. Mr. Conlin also represents Messrs. Haight and Clark, of Albany, N. Y.,

THOMPSON & INNESS, Railway Equipment and Supplies, Have-meyer Building, No. 26 Cortlandt Street.—This firm are dealers in new and second-hand rolling stock, such as locomotives, freight and passenger cars, and form a prominent and distinct factor in this important sphere of activity. The business was originally established in 1880, by Mr. Thos. B. Inness, and in 1893, he and Mr. H. M. Thompson formed a co-partnership and continued the business under the present firm-name. Both gentlemen have had large experience in the business and are entirely responsible in all their undertakings and highly regarded in railway and commercial circles. They enjoy exceptional facilities for executing orders for locomotives and cars of every style, size and variety, together with other rolling stock and kindred supplies. The firm are agents for A. Whitney & Sons, car wheel works, Philadelphia, manufacturers of car wheels of every description; chilled and steel tired wheels for locomotives, passenger, freight, and street cars, also for mining, logging and tram cars. Messrs. Thompson and Inness engage in all classes of business pertaining to railway equipment and supplies, having facilities for making repairs to equipment at short notice, and are prepared to fill all orders by telephone, "889 Cortlandt," by telegraph or mail, in the most expeditious and reliable manner. Mr. Inness is a native of Schuylkill County, Pa., is a practical mechanic, was engaged in the manufacture of iron for a number of years, and has had considerable experience in railroad building; while Mr. Thompson is a New Yorker by birth, was for some years a banker and broker in Wall Street, and has served with the Atlantic and Great Western Railway, with the New York State Railroad commissioners as secretary, and with the Brooklyn City Railroad Company as secretary and treasurer for the past six years.

RUSSELL & ERWIN MANUFACTURING COMPANY, Manufacturers of Builders' Hardware, in Plain and Ornamental Iron and Bronze Metal, Nos. 43, 45 and 47 Chambers Street.—With the rapid increase of wealth among our people during the last third of a century there has grown a corresponding demand for all classes of fine art productions, and in no line of business has this shown itself more than in the building of our business houses and residences. The hardware and trimmings of our modern constructed houses make a striking contrast with those that were erected two score years ago. A foremost and leading house that has always enjoyed the highest of reputations in this special line of trade, and whose productions have always been considered among the best in the market, is that of the Russell & Erwin Manufacturing Company, whose headquarters are centrally located as above. This old, reliable concern was founded originally in 1851, and incorporated under its present firm title at that time, under the laws of the State of Connecticut, and from the date of its inception its march has been one of steady progress and success, and it is safe to say that at the present time it is the most prominent and popular house of its kind in the United States. The officers of the

company are Mr. Mahlon J. Woodruff, president; Mr. Henry E. Russell, vice-president and treasurer; Mr. George J. Loughton, assistant treasurer; Mr. Theodore E. Smith, secretary; and Mr. Isaac D. Russell, assistant secretary, with cable address "Tribute," New York. The offices and sales-rooms of the concern comprise six floors, each 75 x 150 feet in dimensions, and extend through from Chambers to Reade Streets, and steady employment is given to a force of over one hundred salesmen in the store and on the road. The factories are located in New Britain, Conn., and Dayton, Ohio, which furnish work to over sixteen hundred skilled and experienced artisans. The output of the factories embraces everything in the line of builders' hardware in plain and ornamental iron and bronze metal; door locks, knobs, hinges, padlocks, fire irons, steel squares, bolts, wire nails, iron and brass, wood and machine screws. These are furnished in all styles, shapes and designs, and when desired special patterns are made to order. Plans, designs and estimates for special buildings are promptly furnished, and contracts for their entire hardware fittings are entered into and executed when specified and at the very lowest possible prices. The goods furnished by this concern are of the very highest possible character and have always maintained a first-class reputation. The members of the company are gentlemen of wide business experience, and enjoy the confidence of the entire commercial world.

CHARLES M. CATLIN, Attorney at Law and Patent Solicitor, No. 39 Cortlandt Street.—This gentleman was born in New Hampshire, and was an examiner in the United States Patent Office for a period of eight years. He graduated at the National University Law School in Washington, D. C., was admitted to the Bar of the District of Columbia in 1885, and came to New York in 1890. He now offers the best possible facilities to all desiring to procure strong and valid letters patent, or requiring any investigations in connection therewith. Inventors can always obtain free advice from him in regard to the patentability of any device or discovery. By placing the main points before him in a clear and concise manner by letter, applicants can expect a prompt answer, often by return mail. Mr. Catlin promptly transacts every description of patent office business, including the preparation and filing of applications for letters patent, design patents, reissues, trade marks and copyrights; the prosecution of interference, appeal and infringement cases; the renewal of forfeited applications; the securing of foreign patents, etc. He is deservedly prominent as an expert in patent causes, and no attorney is better known at the Patent Office in Washington, and none can secure fairer treatment or more prompt consideration of their cases. His papers filed in the interest of his clients are models of accuracy. His clients come from all parts of the country, including many prominent inventors, manufacturers and electrical companies in New York and New England, all of whom bear testimony to the zeal and success with which he prosecutes their applications and attends to every item of service necessary to establish their claims.



New York Office; No. 107 Liberty Street.—This company has a national reputation as manufacturing the highest grade of "Pop" safety valves, water relief valves, and pressure and vacuum gages. It was established in Boston, Mass., in 1871, and was incorporated in 1877, with a capital stock of \$150,000. The main office and works of the company are at No. 271 Franklin Street, Boston, where they manufacture and handle a full line of water gages, gage cocks, revolution counters, engine registers, marine and locomotive clocks, pressure recording gages, water columns, test pumps, and engine and boiler appliances in general. They are the sole manufacturers of the "Ashton Patent Steam Gage" and the "Ashton Lock-up Pop Safety Valves." Ashton goods have stood the test of many years of extended use, and have never failed in their purpose, every resource of science and mechanical skill being brought into play in their construction. The company's productions are in universal demand, and its business extends throughout the area of the United States. A branch office is conducted at No. 218 Lake Street, Chicago. The New York office was established in 1889, with Mr. Charles H. Buckelew as manager. Mr. Buckelew entered this business peculiarly well equipped for its successful administration. He is a practical mechanic and has had a wide and valuable experience in positions of high trust. He served a year and a half in the United States Navy during the war of the rebellion, and for thirteen years and upwards he was United States Inspector of vessels at New York. He was also engaged for some years as chief engineer of the Staten Island Ferry Company. With the qualifications predicable of practical experience of that significant kind, that Mr. Buckelew's management of a business relating to such standard goods as the Ashton valve, etc., should be brilliantly successful hardly needs recording. The sales of the Ashton Company's productions through the New York office are large, and steadily increasing. He has customers in all the cities of New York, New Jersey, Pennsylvania, Delaware and Maryland. Mr. Buckelew is a gentleman in the prime of life, was born in New Jersey, and is a resident of Plainfield, in that state.

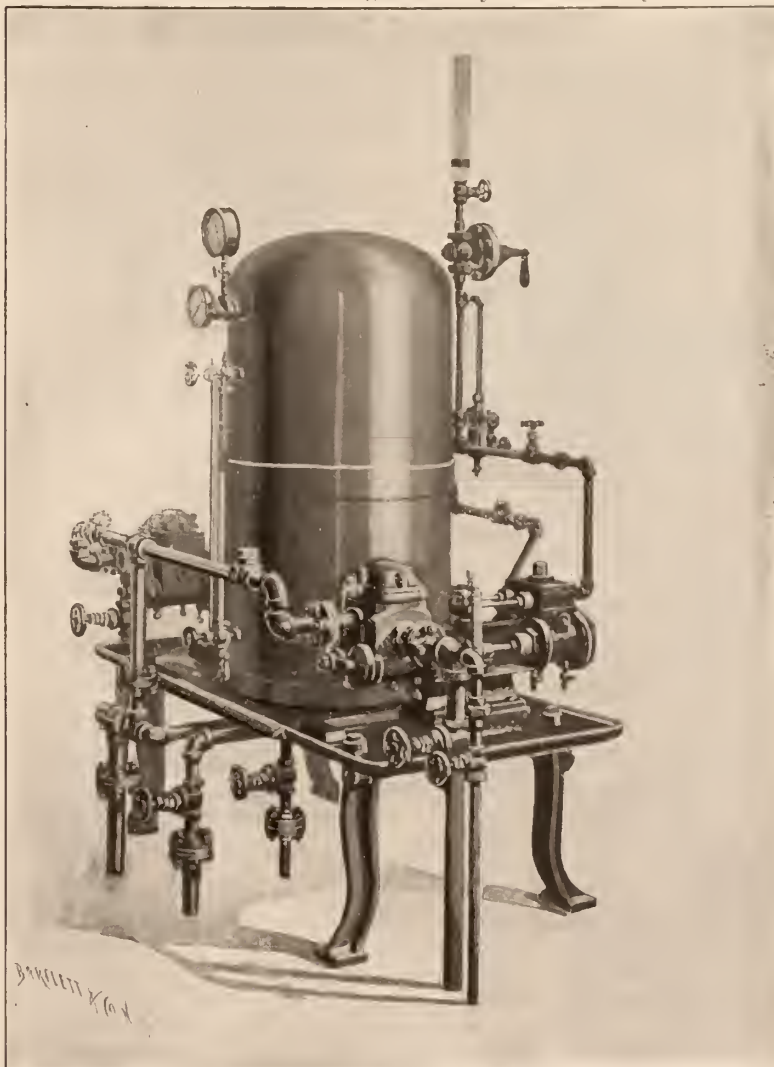
JAMES TAYLOR, Manufacturer of Builders' General Iron Work, Etc., Nos. 221 and 223 Mercer Street.—For a quarter of a century, or so, this gentleman has been established in business. He turns out plain and ornamental iron work of every description, and of a superior character, and enjoys a first-class reputation for skill and reliability. He has excellent facilities, too, and can execute orders in the most expeditious manner. Mr. Taylor was born in England, but has been in this city since boyhood, and is a man of thorough practical skill and many years' experience. His establishment is spacious, commodious and well-equipped, and provided with steam power and machinery, some twenty-five hands being employed here. Mr. Taylor is manufacturer of iron railings of all kinds and fire escapes for hotels, tenement houses and factories; also iron shutters, doors, window guards, stoops, gratings and builders' iron work in general; and can turn out anything in these lines at short notice. He is also prepared to turn out plain and ornamental iron and wire work, guaranteeing perfect satisfaction. Jobbing is promptly done, also, and all orders receive personal attention. Estimates are furnished, and all work performed by this gentleman is warranted to be strictly first-class.

THE LAPPIN BRAKE SHOE COMPANY, General Offices, No. 18 Broadway.—Like all the other equipments incident to the operation of railways and railway cars, a high degree of excellence has been attained in brake shoes, as is demonstrated by the productions of the Lappin Brake Shoe Company, whose works are at Bloomfield, N. J. This company was organized in 1886, and is officered as follows, viz: Thomas Milburn, president; W. S. Dehart, secretary and treasurer. The Lappin Brake Shoe has been constructed with the view of attaining the greatest life and duration consistent with economy and efficiency of service of all parts brought into contact. It not only outwears from four to six ordinary cast iron shoes, but it is actually giving double this service even on roads where brake application is almost continuous and more than usually severe. The shoe is cast in a solid piece from metal combining both strength and softness to a high degree, and with intervening chilled and soft sections of the same metal. The chilled sections radiate into, and mingle with, the soft metal composing the body of the shoe and leave no clearly defined dividing line to form a cutting edge. An important feature of the shoe is the well-known fact that the structure of the metal cannot be changed by any amount of friction, while the friction surface can be increased or diminished as desired by varying the width of the soft projections, thereby obviating skidding of wheels, or at least reducing the chances to a minimum. The merits claimed for the Lappin shoe are sustained by the record it has made on many of the prominent railroads of the country, where it has been adopted as a standard and is now in general use and giving very satisfactory results. Its advantages are many, including the fact that it combines in the highest degree both strength and durability; it will not cut steel tires; it will stop a train with the minimum of

wear to the running gear; it effects a saving of time, and labor turning tires and replacing wornout shoes, and greatly reduces the cost of brake shoe service. Railway companies who will furnish their standard pattern of head and shoe, or blue print of same, will be supplied with shoes made in accordance therewith for test free of charge. Agencies are also established in Boston and Chicago, and the patronage of the company extends from Maine to California and from the Lakes to the Gulf. President Milburn is a druggist and manufacturer of patent medicines at Toronto, Ont., while the secretary and treasurer, Mr. Dehart, has the general management of the business in this city.

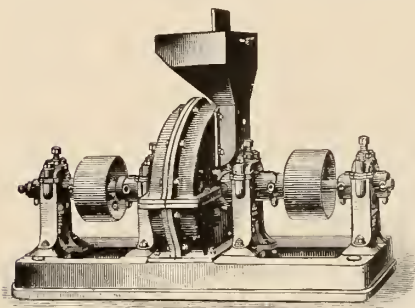
W. S. ROCKWELL & CO., Designers and Builders of Furnaces for Oil, Gas or Coal Fuel, No. 804 Havemeyer Building, No. 26 Cortlandt Street.—Comparatively few people realize the actual progress that is now being made in the use of petroleum for fuel. Where for many years the produce gas from coal, and where, also, in favored localities the natural gas from kind old mother earth has been looked upon as the best and almost indispensable fuel for the crater-like furnaces of many of the great rolling-mills and other industrial establishments of our great country, this soft and most concentrated of all fuels has come to claim the first place in the heart of many a manufacturer and many a furnace man. Why? Because it is the most controllable, the cleanest and most powerful, yielding the highest yet softest and purest heat of all the fuels. There was a time when this was not so, but that was no fault of the oil. It was man's own fault. Better knowledge of the fuel, and better appliances for its treatment have now gained the most perfect control over it under the dazzling heat of the steel furnace, or the low, mellow heat of the tempering furnace. Steel rails or carpet tacks, copper ingots or fine jewelry, even artificial teeth, are all heated and worked with equal perfection under its accommodating influence. The invention of the valuable duplex system for handling fuel oil, the oil gas-producer, forge and other specially designed furnaces, invented, patented and supplied by Messrs. W. S. Rockwell & Co., have been a most powerful means of developing the true character of oil for fuel, and have made its use indispensable in many classes of work. These gentlemen are practical furnace engineers, covering individual experience of more than thirty years, and of the use of oil as fuel from the earliest days of its history. Among the great variety of furnaces which they have designed and put in successful operation may be mentioned the open hearth steel furnace, crucible steel furnace, smelting, puddling, Siemens-Martin heating furnace, annealing furnaces of every description, brazing, burning garbage, singeing cloth, enameling, forging, melting glass, and glory holes, drying malt, sand, ore and phosphate; japanning, tempering, refining, burning lime, pottery, cement, etc. By addressing Messrs. Rockwell & Co. full particulars regarding these furnaces may be obtained, together with useful

information concerning the necessary fuel oil appliances and how to use them. All information will be given freely and cheerfully, and all fur-



naces and appliances will be furnished at reasonable cost, and their satisfactory operation guaranteed.

M. C. COGSWELL. Millwright and Mechanical Engineer, Manufacturer of the Cogswell Mill, No. 18 Vesey Street.—This gentleman is making a leading specialty of the "Cogswell Mill," for grinding cotton and linseed oil cake, cotton seed hulls and cotton seed, grain, corn cob meal, etc. For the above purposes this mill has no equal; also, for grinding spices of all kinds. The work it has accomplished proves it to be superior to all others. It consists of two



steel discs, mounted on separate shafts, and driven in opposite directions, to which are fastened special hard metal segments or grinding plates. These plates can be replaced at a slight cost, retaining the balance of discs. The mills are made in three sizes, and special attention is given to the erection of spice mills and mustard pounders. The Cogswell spice mill is specially adapted for grinding ginger,

pepper, cayenne pepper, cinnamon, cloves, allspice, mace, nutmegs, and cocoanut shells. It is simple yet great, it has speed yet quality, it has service and durability, and gives perfect satisfaction. These mills are shipped to all parts of the United States, and are also exported to many foreign countries. The different sizes are always on hand and all orders are given prompt and perfect fulfillment. Mr. Cogswell is a native New Yorker, and brings to bear vast practical experience as a millwright, engineer and contractor.

THE MINING AND DREDGING POWER COMPANY, Contractors; Manufacturers of Improved Dredging Machinery, No. 68 Broad Street.—As contractors for digging and transporting the spoils, and as manufacturers of improved dredging machinery, this company can safely challenge successful competition. They control the only perfected and efficient application of the vacuum pump to the combined operations of dredging and filling. Their apparatus is not an experiment, but is already thoroughly developed, and its demonstration in practical operation proves the fact that it provides the most powerful, rapid and economical method that has ever been brought into use for removing large bodies of material and depositing the same where required. The system is especially adapted to dredging from river and harbor bottoms and depositing the material on contiguous shores for making land; to deepening channels; to cutting canals and water ways; and to *recovering fine gold from the bottoms of gold-bearing rivers and submerged bars.* Its superiority over

the ordinary methods of putting ashore or otherwise disposing of dredging material consists in the rapidity and economy with which the material can be handled in large quantities and distributed to distant points and over large areas. The improved plants of this company will do the work at so much less cost, and in so much larger quantities within a given time, in proportion to the capital and labor employed, that it can be profitably operated at prices which would involve a heavy loss by any other method. All communities or companies to whom this subject especially appeals should certainly investigate the claims of this company. The company was incorporated in 1890, under the laws of West Virginia, with a capital of \$2,000,000, and is officered as follows, viz.: E. A. Stevens, president; Jas. E. Bloomer, vice-president; Jno. R. Stuyvesant, treasurer and general manager; Levi Hussey, engineer in chief. The company are now engaged in the construction of several large dredges, and are in a position to conduct all operations under the most favorable conditions for success.

NICKERSON LOCK AND SEAL COMPANY, No. 35 William Street.—Railway and fast freight companies will be greatly interested in the new fastening for freight car doors lately introduced by the Nickerson Lock and Seal Company. The invention consists of a lock which is bolted to the jamb of the car door, a portion of it being in appearance like the ordinary staple over which the hasp is thrown. Projecting through the end of the permanent staple is a spring-actuated shaft on the end of which shaft is a turn button. By turning the button at right angles to the staple the hasp is firmly held in a locked position, and by the same movement a lug is thrown downwards so as to cover the upper edge of the seal and thereby lock the seal securely in the square seal-pocket, which is on the face of the fastening, just under the staple portion thereof. Hence the lock cannot be opened except by breaking the tie seal. The seal covers the mechanism for opening the lock, and the lock is made safe and secure by one turn of the hand. Its simplicity is only equaled by its wonderful utility and thorough reliability. The Nickerson Lock and Seal Company was incorporated in 1894, under the laws of New York, with a capital of \$75,000, and is officered as follows, viz.: Ernest Luce, president; A. Brotherhood, vice-president; W. H. C. Delano, secretary and treasurer. President Luce is a well-known attorney of this city; Mr. Brotherhood is an expert mechanical engineer, while Mr. Delano, who is manager of the business, is a man of experience and good executive ability. The company are now prepared to supply railway and car companies with these locks in any quantity desired, at short notice and on the most liberal terms. Expert testimony agrees in pronouncing this to be the best fastening for freight car doors yet invented, and Mr. Sidney T. Nickerson is to be congratulated upon the triumph won by his invention. All locks are made of malleable iron, and it is only a question of time when every progressive company operating freight cars will have it in use.

WM. HENRY WHITE. Engineer and Contractor, No. 32 Pine Street.—The gentleman whose name heads this sketch has been established many years, and has done a very large amount of work in various parts of the country. Captain Wm. Henry White is a man of middle age, active and energetic. He is a thoroughly equipped civil engineer, of long and varied experience, and stands high in his profession. He has a creditable war record, too. He enlisted as lieutenant in the 6th Regular Cavalry, and served through the struggle, rising to the rank of captain before being mustered out of service in 1865. He is a captain in the Old Guard, and is a well-known figure in military circles. Mr. White employs a number of assistants, and is prepared to engage in the construction of gas works, water works, electric plants (light and power), etc., and can guarantee the utmost satisfaction. Plans, specifications, etc., are furnished by him, on short notice, and all operations are personally supervised. Estimates are promptly submitted, and all contracts undertaken by this gentleman will be performed in the most expeditious and thorough manner. Mr. White built the Chicago Gas Light and Coke Works, the Consumers' Gas Fuel and Light Company plant, Chicago; the large telescope gas holders at Cincinnati; the gas tank at Williamsburgh (Brooklyn, E. D.) and various other large works, including the Equitable Works in Baltimore.

NLILIENBERG. Representing Messrs. Carl Setterwall & Co., Stockholm, Swedish and Norway Iron Direct from the Works, No. 150 Broadway.—Agencies like that of Mr. N. Lilienberg, representing Messrs. Carl Setterwall & Co., of Stockholm, are relied upon by powerful mills and corporations throughout all parts of the country, and the reliance placed in them by producers and consumers respectively is not misplaced. Mr. Lilienberg is prepared to supply both dealers and manufacturers with the best Swedish and Norway iron and steel direct from the works. He is a practical engineer in iron and steel, having been educated in Sweden, and has had an experience of thirty years in the business. He has erected and superintended iron and steel mills in Sweden, previous to coming to this country, and established himself in business here in 1880. The house of Carl Setterwall & Co. is one of the largest and richest iron and steel exporting concerns in Sweden or Norway, and among the works they control are those of Söderfors Bruks Aktiebolag, of Söderfors, Sweden, whose products, made solely with charcoal, from the world-famed Dannemora ores, include pig iron, both for export and home consumption; Wallon-bar iron, hammered; Laneashire bar iron, hammered and rolled to all usual sizes; Siemens-Martin steel, hammered and rolled to all usual sizes; also every description of steel castings; steel manufactures, such as tools and implements, springs, anvils, vises, etc. Mr. Lilienberg is a graduate of the Institute of Technology at Stockholm

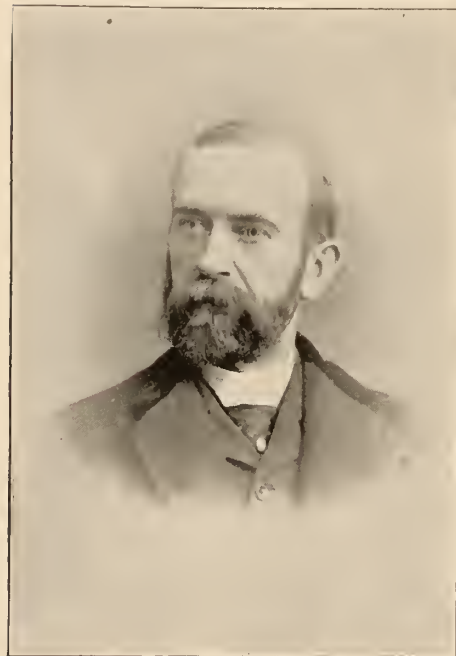
and the School of Mines at Falun, Sweden; and the pronounced success he has won is no better than his just deserts.



THE TAYLOR BATTERY COMPANY, Theo. F. Taylor, Manager, No. 79 Cortlandt Street.—The adaptation of electricity by the people of this country is something phenomenal. Compared with the broad expanse of the electrical field of to-day, the extent of whose horizon is limited only by the altitude of the observer, that of twenty years since was meagre indeed. Then empirics who knew just enough to handle the electrodes of a galvanic or faradic machine, so as to give more than they received, were doctors of electricity, while the manipulator of the telegraph key was looked upon by the average layman as the master of an occult science. Today, in the Niagaraic rush of electrical interests, these features are almost lost sight of. Not that they have dwindled or ceased to grow, but they have

been practically dwarfed by the more rapid growth of brothers and sisters in the same family. We are now in the electric age! The world is looking on with wondering eyes at the success achieved by American electricians in the invention and introduction of batteries, electric light systems and electrical novelties, each one more wonderful and utilitarian than its predecessor, while the work goes bravely on. One of the most enterprising and progressive houses engaged in this line in New York is that of the Taylor Battery Company. This company are manufacturers and designers of special electrical apparatus, and have been in successful operation since 1890. They supply large consumers and electrical supply houses all over the country with their specialties. These include the Taylor primary battery, the Taylor motor, Taylor's ammeter, a slow speed motor for small boats, incandescent lamps, etc.; while the company are also prominent as contractors for independent plants for electric light and power. Catalogues and price lists mailed on application, and the business is steadily increasing in volume and importance. Mr. Theo. F. Taylor, the founder and manager of this enterprise, is a practical telegrapher and electrician of thirty years' experience, formerly with the Western Union, Rapid and Postal Telegraph Companies, and has been granted thirty patents for inventions of his own. He is widely honored and esteemed for his genius and skill, and under his personal guidance the brilliant future of this company is well assured.

JAS. T. PRATT & CO., First-class Mechanics' Tools, Cutlery and Hardware, Tool Chests with Best Tools a Specialty, No. 53 Fulton Street.—Of all the mercantile establishments in the great metropolis not one is more representative of modern ideas or is more brightly, ably and judiciously conducted than that of Jas. T. Pratt & Co., the well-



WILLIS DODGE.

known dealers in mechanics' tools and general hardware, at the address above. The business was founded in 1863, by James T. & H. A. Pratt, and in 1866, Willis Dodge was admitted to partnership. In 1893 Mr. Dodge succeeded to the sole control, without change in the firm-name. The house has the finest tools and specialties, with ample capital, magnificent connections, and the most widespread trade relations with manufacturers the world over. This is where first-class mechanics have found, for the first time, first-class tools at fair prices, with the full guarantee of this responsible house that if not as represented they can be returned. This house aims to give every man from Maine to British Columbia an even chance to get the best quality of tools. It

now has regular customers in every state in the Union, and also exports large quantities of goods to foreign nations. This is because the stock carried is in every respect the best the world's makers can produce in every department, while orders are filled at either wholesale or retail at the lowest cash prices. Specialties are made of tool chests, tool cabinets, scroll saws, lathes, hand drills, hand sawing frames, bracket wood, patent combination squares, carving tools, work benches, circular saws, mortising machines, handy tool sets, screw-cutting tools, twist drills, iron planes, wood planes, miscellaneous carpenters' tools and general supplies. Estimates are furnished on any list of tools or articles in the hardware trade, and illustrated catalogues are mailed free. Mr. Dodge is a native of

Buffalo, N. Y., who has spent a lifetime in this line of trade; he personally supervises every detail of this vast business and justly merits the substantial rewards which have repaid his efforts and are bound to continue.

OAKLEY & KEATING, Laundry Engineers and Manufacturers of Laundry Machinery, No. 40 Cortlandt Street.—The leading representative of the trade in laundry machinery in New York is the house of Messrs. Oakley & Keating. This firm have been established as laundry engineers and manufacturers of laundry machinery since 1861, and operate an extensive factory at Nos. 135 to 145 Manhattan Avenue, Brooklyn, E. D. As manufacturers of specialties peculiar to their house, this firm have occupied for many years a unique position in the industrial world, and it is safe to say that they have no successful imitators and no peers in this or any other country. They furnish plans, specifications and complete outfits for laundries, including drying-rooms of very superior construction for general or special use. Articles not of their own manufacture are selected strictly on their merits, and in the matter of shafting, belting, engines, etc., while handling only the best quality, their estimates will be found to be satisfactory. This firm supplied the Astor, Murray Hill, Plaza, Imperial, Brunswick, Gilsey, Park Avenue, Grand Union, Delmonico's, Metropolitan, Sturtevant, Barrett, Stewart, San Remo, Marlborough, St. James, Smith & McNell's, and Grosvenor Hotels, Metropolitan, Union League and Union Clubs in New York; and has a large and influential trade throughout the United States and with many foreign countries. Illustrated catalogues and all information mailed on application, and orders by telephone, "2481 Cortlandt," by telegraph or mail, receive immediate and careful attention. The members of this responsible firm comprise Mr. John M. Oakley, and his two sons, Messrs. Horatio W. and Frank C. Oakley.

MCDONOUGH CONSTRUCTION COMPANY, Room 517, No. 136 Liberty Street.—Among the foremost practical electricians of the metropolis is Henry McDonough, who conducts business under the firm style of the McDonough Construction Company. This gentleman studied his profession with the Thomson-Houston Electric Company, of Lynn, Mass., graduating from that institution five years ago, when he superintended the installation of what was at the time the largest electric mining plant in the country, located at the Blossburg Coal Company's Bear Run mine. After installing several electric light and street railway systems he came to New York and established business here, in which venture he has met with the most substantial success. He provides plants with any electric system desired and executes all work in a thorough manner certain to afford satisfaction. Estimates, plans and specifications are furnished at short notice, and in all contracts Mr. McDonough will be found thoroughly efficient and trustworthy.

WARREN ROSEVELT & SON, Contractors, Dock, Bridge and Shed Builders, Room 18, No. 16 Beaver Street.—The firm of Messrs. Warren Rosevelt & Son are probably the largest contractors for dock and bridge building in New York. They certainly have the largest jobs and more of them, and employ more men and capital than any other firm in their special line. The business was founded thirty years ago, by Mr. Warren Rosevelt, and in 1893 the present firm was organized by the admission of Mr. Warren Rosevelt, Jr. to partnership. As dock, bridge and shed builders, and in pile driving and dredging, this firm are deservedly prominent, and are constantly busy on large contracts. They have executed many important contracts for the United States Government at Washington, and have been connected with the great improvements in and about this city for many years. They built all the docks on the East River, between James Slip and Rivington Street, and on the North River, between Houston and Christopher Streets. They built the Arthur Kill Bridge for the B. & O. Railroad Company; the drawbridge at New London, Conn., over the Thames; the foundation for viaduct at 155th Street, guard docks for Madison Avenue bridge across the Harlem River, new bridge over the Harlem at Fourth Avenue for the New York Central Railroad, and terrace docks at 150th Street, this city; docks and bulkheads for the city of Brooklyn; docks on Staten Island; dock at Maurer, N. J., for Guggenheimer & Sons; two large docks and bulkhead at Ellis Island and ferry slip for the United States Government; and a large amount of work for the N. Y., N. H. & H. R. R. Company. Both members of the firm give close personal attention to the execution of all contracts, and ever exercise a progressive, enterprising and straightforward policy. Their unsurpassed facilities and wide range of experience enable them to make contracts which not only guarantee the best and most lasting work, but which are made at rates of cost that are the lowest to be had in this country consistent with high-class work. The honored senior partner and founder of the house was born on the banks of Lake Champlain, in New York State, and served three years during the war as captain of Pierrepont Rifles, and on the staff of Colonel Mott, 14th N. Y. Cavalry, and is a member of the Maritime Exchange, the Loyal Legion, the Old Volunteer Fire Department, the Holland Society, and the Home Guard. His son, Mr. Warren G. Rosevelt, has been active in the house since 1889, and combines his vigor and ability with the ripe experience of his father to form a firm of eminence and popularity in the industrial and engineering world.

SHERIDAN & SHEA COMPANY, General Contractors, Dealers in Stone, Sand and Gravel for Docks, Buildings, Parks, Etc., Room No. 531, Chesebrough Building, No. 22 State Street.—One of the most prosperous, progressive and reliable firms engaged in general contracting, and well worthy of more than passing mention in these pages, is that of the Sheridan & Shea Company. This company was organized

and incorporated under the laws of New Jersey, in 1890, under the above title, and from the date of its inception has been conducted with marked ability and steadily increasing success. Owning large stone quarries in West Hoboken, N. J., with a large plant for operating them, consisting of all the latest improved appliances and machinery, and employing a large force of workmen, they are prepared to furnish estimates as general contractors for building macadam roads, laying block pavements and the removal of earth and rock, while all kinds of new and second-hand "trap rock," paving blocks, building and dimension stone are kept for sale; also stone, sand and gravel for docks, parks, macadam roads and buildings, and contracts of any magnitude are entered into and executed promptly, satisfactorily and at the very lowest figures. They are also prepared to give estimates on all kinds of freighting and towing in the rivers, harbor and Long Island Sound, besides having scows for handling all kinds of heavy freights, to charter at lowest prices. The office of the company is very neatly and appropriately fitted up, having every convenience for the transaction of business, including telephone connections, "62 Broad" for New York city and "542 Jersey" for their stone and working yards in that place. Their trade extends to all parts of this and surrounding cities, and is conducted upon the most liberal principles. All the members of the firm are energetic, wide-awake and honorable business men, and enjoy the fullest confidence of the public.

F. R. CHINNOCK, Contractor, Electric Light and Power Plants, Central Building, Liberty and West Streets.—But few, if indeed any, among our younger electrical contractors are better known than the gentleman whose name heads this sketch. He has made a first-class reputation for skill and reliability, and enjoys an excellent patronage. He does quite a large amount of work, and the sphere of his operations extends throughout New York city and State, New Jersey and New England. Mr. Chinnoek is a man in the prime of life, active and energetic. He is a thoroughly practical and experienced electrical engineer, and is master of all branches of the business. He is a member of the American Society of Electrical Engineers. He was formerly agent for Edison United Manufacturing Company, General Electric Company, and Ball Engine Company, and has been established on his own account since 1891. Mr. Chinnoek has a well-appointed office at the above address—telephone call, "3722 Cortlandt,"—and employs several assistants. He is prepared to furnish estimates for the construction and equipment of electric light and power plants, central or isolated; and all contracts undertaken by this gentleman will be performed in the most competent and thorough manner. Mr. Chinnoek carries a full line of supplies, and can put in dynamos, motors, etc., on short notice. Wiring, etc., are promptly attended to, and jobbing is executed with dispatch. In short, all classes of electrical work are engaged in by Mr. Chinnoek, and the utmost satisfaction is assured,

ATLANTIC DYNAMITE COMPANY, Manufacturers of Giant and Judson Powder and Giant Gelatine, Dealers in Blasting Caps, Fuse Batteries, and Electric Fuses, Small & Schrader, General Agents, No. 245 Broadway.—One of the foremost concerns in its branch of industry in the United States is the Atlantic Dynamite Company, whose headquarters are in New York city, and executive office at San Francisco, Cal. This business was founded in a small way in 1870, by the Atlantic Giant Powder Company, who, in 1882, were succeeded by the Atlantic Dynamite Company, who were incorporated in that year under the laws of the State of California, with a capital stock of \$3,000,000. Beginning in a small way this company have by the production of the highest grades of goods, and the thorough reliability and uniform quality of all goods manufactured, succeeded in building up a trade extending throughout all parts of the world, and wherever the products of the house are used they are preferentially in demand on account of their thorough adaptability, and the success with which they meet all requirements, and to-day the Atlantic Dynamite Company are the largest manufacturers of high-grade explosives in the world, the just methods and strict integrity which pervade its management, and the equitable manner in which all its contracts and commissions are fulfilled making it a popular favorite with users of this class of goods everywhere. The principal officers are: President, E. M. Root; secretary, L. B. Chapman, both prominent residents of San Francisco. The New York office was opened in 1871, and is in charge of Messrs. G. S. Small and J. C. Schrader, the former a resident of Morristown, N. J., the latter of Dover, N. J. Under the able management of these gentlemen a large and steadily growing trade has been developed in all sections east of the Rocky Mountains, while an extensive export trade has also been acquired. The concern's main factory is at Drakesville, N. J. The company are manufacturers of Giant and Judson powder and Giant gelatine, and special fumeless powder for tunnel work, and dealers in blasting caps, fuse batteries, and electric fuses. Their goods are noted for their excellence and efficiency, and orders of any magnitude are promptly met upon the most favorable terms.

HIGHLANDS CHEMICAL COMPANY, Stokes Building, No. 47 Cedar Street.—This company make a specialty of sulphate of soda, muriatic acid, acetic acid and brimstone acid; and operate extensive works at Highland Station, Putnam Co., N. Y. The business was founded in 1872, by the Highlands Chemical and Mining Co., which was changed in 1880, to the Putnam County Chemical Co., and in 1887 the present company was incorporated under the laws of the State of New York, with Mr. Eugene Waugh as president and treasurer. The plant covers six and one-quarter acres of ground, and the equipment embraces every modern improvement and facility, including immense

boilers for heating, drying, etc., while steady employment is given to one hundred hands. The works burn nothing but brimstone, and in the manufacture of its specialties this company holds a most conspicuous place. For quality, reliability and uniform high grade the specialties of this house are unapproached by any rival concern, and they are held in very high favor by large dealers and users in the principal centres throughout the country. The goods are produced at strictly competitive prices, and an inspection of the price list, which the company mails promptly upon application, will demonstrate that they stand unrivalled in this particular. President Waugh is a native of New York State, a resident of Brooklyn, and a member of the Brooklyn and out-of-town Clubs; and a young man of experience and perfect knowledge in that branch of applied chemistry to which he is devoting his professional and business talents.

REPAUNO CHEMICAL COMPANY, of Wilmington, Del., Wm. G. Ramsay, Agent, Manufacturers of Atlas and Judson Powders, Special Fumeless Powder for Tunnel Work, and Dealers in Batteries, Caps and Fuse, Fidelity and Casualty Building, Nos. 97-103 Cedar St.—The Repauno Chemical Company, of Wilmington, Del., is one of the largest manufacturers of high explosives in the world. They are represented in the metropolis by Mr. Wm. G. Ramsay, with headquarters in the Fidelity and Casualty Building, Nos. 97-103 Cedar St. Their works are at Thompson's Point, N. J., and Ashburn, Mo., the plant at the latter point, recently built and opened, being considered by experts as the largest and best equipped high explosive works on the globe. This company manufacture Atlas and Judson Powders, special fumeless powder for tunnel work, and all classes of dynamite, nitro-glycerine, nitric and sulphuric acids; and deal in electric blasting apparatus, batteries, caps and fuse. "Atlas Powder" is the most justly celebrated of any nitro-glycerine compound of great explosive power known to science, uniting the above element with one equally as valuable, viz: safety. It will not explode by rough handling, overturning of wagons, collisions of cars, or by any ordinary fire. It can be stored in any warehouse and transported by rail or water with perfect freedom from danger. It is conceded to be the safest of all the many compounds familiarly known as "high explosives"; while it is very much cheaper, pound for pound, than any other offered for sale. It is used preferentially all over the world for submarine blasting, construction of railroads, and mining ores of all kinds. Mr. Ramsay is also agent for the Hercules Powder Company, of Wilmington, Del., manufacturers of Hercules powder, Judson powder, and Hercules gelatine for tunnel work, with works at Cleveland, O. He has developed a trade of great magnitude, and is a leading representative of the wholesale powder trade in the metropolis. He was with the Chicago branch of the Repauno Chemical Company previous to coming to New York.

J. WESLEY EDMONDS, Wholesale and Retail Dealer in Railroad, Steamship and Engineers' Supplies, and Manufacturer of Oils, No. 270 West Street, corner of Desbrosses Street.—The gentleman whose name heads this sketch is one of the best known men in his line in New York, and has an excellent standing in commercial circles. He has had a successful business career, and from all the indications his prosperity is certain to endure. Mr. Edmonds is a man of middle age and was born in New York State. He has been in this city for a number of years, and resides at Arlington, N. J. He has a creditable war record, serving at the front in the "late unpleasantness," and is a member of Lincoln Post, No. 11, G. A. R., Department of New Jersey. He volunteered April 18th, 1861, at the outbreak of hostilities, in the 20th N. Y. militia, and when discharged, reenlisted, sharing the fortunes of the regiment known as the Ulster Guards, 80th N. Y. Volunteers. The business conducted by this gentleman was established in 1860, by Harrison Brothers, and in 1873, passed into control of Knowles & Edmonds. In 1875, Frederick Knowles retired, and then Charles W. Benton acquired an interest in the concern. The latter retired in 1879, when J. Wesley Edmonds became sole proprietor. He is dealer in railroad, steamship and engineers' supplies, and is manufacturer of lubricating and burning oils. He also deals in ship chand-



J. WESLEY EDMONDS.

lery, and sells at wholesale and retail, and has a large trade in and out of town. His warehouse is a commodious four story and basement building and is well equipped. The office is connected by telephone, call: "Franklin 617," and all conveniences are provided. A very large and first-class stock is always carried here, and includes iron pipe and fittings, brass valves, steam and water ganges, leather and rubber belting, waste, packing, bolts, nuts, washers, lag-screws, turnbuckles, etc.; oils, greases, lubricants, etc., together with rope, cordage, and a full line of general hardware. Mr. Edmonds is prepared to supply railroads, steamships, engineers and the public at lowest price, and all orders will receive prompt and personal attention.

THE MATCHLESS METAL POLISH COMPANY, Incorporated, Manufacturers of Standard Metal Polishes and Buffing Compositions, Nos. 65 and 69 Frankfort Street.—The productions of this company are conceded to be the ne plus ultra of polishes, and they have secured an enduring hold on popular favor, not only in this country but throughout Europe, South America, Great Britain, Mexico, the West Indies and Australia. The company was incorporated in 1884, under the laws of Illinois, with factories in New York and Chicago, and is officered as follows, viz: President, F. G. Baker, of Chicago; vice-president, F. A. Leonhard, of New York; secretary and treasurer, S. M. Miller, of New York. The company manufacture a great variety of standard metal polishes and buffing compositions. The "Matchless" metal polish is especially adapted to cleaning and polishing metal signs, harness mountings, band instruments, guns and other fine metal goods, and preserves as well as polishes the metal. It has been adopted over all competitors by the United States Army, Pullman Car Co., leading express and teaming companies, etc. The "Tripoline" polish is for cleaning and burnishing railroad, marine and stationary engine work, large signs, railings, etc., and as a rapid and powerful cleanser and preserver of metals, stands unequalled. "White Diamond" glass and silver polish is a powder and entirely different from anything heretofore offered for the purpose. It is free from any injurious substance and possesses wonderful polishing and burnishing properties; and is adapted to cleaning silverware, carriage lamps, fine nickel, mirrors, plate glass, etc. The "Mexoline" liquid polish is especially adapted for use on black lettered metal signs, and is used to obtain a quick and brilliant finish after cleaning metal work with either the "Matchless" or "Tripoline" polishes. It is the best, most lasting and economical polish in the market. The "White Diamond" buffing compositions manufactured by this company possess many merits not found in goods of other manufacture. Two medals of highest award were given the products of this company by the World's Columbian Exposition, and agencies for their sale are located in England, France, Spain, Australia, South America, Mexico and Cuba, as well as in various cities of the United States. Catalogues and price lists mailed free, and liberal discounts are offered to jobbers and large consumers.

GEO. B. DOUGLAS & BRO., Foreign and Domestic Iron and Steel, Room 1005, Havemeyer Building, Cortlandt, Church and Dey Streets.—Firms like that of Messrs. Geo. B. Douglas & Bro., manufacturers' agents, commission merchants and general dealers in iron and steel, are relied upon by powerful corporations throughout the country, and the reliance placed in them by producers and consumers respectively is never misplaced. For the past ten years the firm named have been the United States representatives of David Colville & Sons, proprietors of the Dalzell Steel Works, at Motherwell, Scotland, who are manufacturers of open hearth steel, ship, tank and boiler plate, and bridge and structural steel, with an output of 10,000 tons of finished material per month. Throughout the United States this firm caters to and supplies a high-class trade in fine steel, and gives consumers and the trade the privilege of securing the best open hearth and structural steel in the market. Messrs. Douglas & Bro. deal in domestic and foreign iron and steel of all descriptions, possessing a detailed knowledge of the materials they handle, an intimate acquaintance with the leading manufacturers, and standing in deservedly high repute with purchasers. Inquiries for any description of articles at all in keeping with their general line meet with prompt attention at their hands and usually lead to transactions of a permanent character. They are in the fortunate position of being able to offer purchasers the best supplies at lowest manufacturers' prices. This, in conjunction with the distinctly business-like qualities which they are already known to possess, has won for the firm a widespread patronage of the most creditable character. Shipments are made direct from the manufacturers, and all orders are accorded immediate personal attention. The co-partners, Messrs. George B. and John B. B. Douglas, are natives of Scotland, trained in the iron and steel trade, and young men of tried ability, whose pronounced success is no greater than their just deserts.

PIERSON & CO., Manufacturers' Agents and Commission Merchants, Iron and Steel of Every Description, Columbia Building, No. 29 Broadway.—The sale of iron and steel has reached such enormous proportions in this country as to render it both interesting and of value to our thousands of readers to give some account of the leading houses engaged in this branch of trade. The interests centred in New York city render it an especially important location for the distribution of this class of supplies, and representative among the number of distributors is the widely and favorably known firm of Messrs. Pierson & Co. This is one of the oldest iron houses in New York, as well as one of the largest and best-known. In 1787 Mr. Josiah G. Pierson came from Richmond, Mass., to this city, and established the first factory for producing cut nails then in the United States, manufacturing them by hand, at No. 9

Whitehall Street. In 1790 he sent for his brothers, Messrs. Jeremiah and Isaac Pierson, and the firm became J. G. Pierson & Bros. In 1792 they moved their nail factory to Ramapo, Rockland County, N. Y., where they continued the manufacture of nails by machinery until 1830, they also continuing in New York city their warehouse for the sale of nails and all kinds of iron and steel. The third generation of the Pierson family are now at the head of affairs, and up to May 1, 1893, this house did the largest jobbing business in iron of any concern in New York city. On that date they gave up the jobbing trade, and now confine their attention to the business of manufacturers' and mill agents, shipping to customers direct from the mills. They handle iron and steel of all kinds, old and new rails, nails, railroad and steamship supplies, and hoop, bar, sheet, corrugated and structural iron, including special shapes. They are agents for the Susquehanna Iron Company, of Columbia, Pa.; Marshalltown Iron Works of Marshalltown, Del.; Montour Iron and Steel Company, of Danville, Pa.; Sheet Metal Works, of Brooklyn, N. Y.; Mahoning Valley Iron Works, of Youngstown, O., etc. They are thus prepared to fill the largest orders at the lowest market rates, and it can be safely asserted that they afford universal satisfaction in regard to the strict fulfillment of every contract. The equitable manner in which this firm conduct their business, as well as the reliable quality of all supplies delivered by them, are guarantees sufficiently strong to induce buyers to place their orders here. Price lists and all information mailed on application. Mr. Henry L. Pierson is a native New Yorker, who has been in the business for forty-four years and has been associated with his younger brother, Mr. J. Fred Pierson, about twenty-eight years, and they now constitute the present firm. These gentlemen belong to old New York and none stand higher than they, not only in commercial but also social circles.

SALEM MINERAL WOOL COMPANY, No. 79 Cortlandt Street.—There is no country in the world which equals the United States in architectural skill, as is demonstrated by the vast number of magnificent structures which deck the land, and which are especially numerous in New York. We likewise excel in every branch of the constructive art, as well as in the introduction of improvements in our dwellings and public buildings, and an apt illustration of this is shown in the growing use of mineral wool in architecture. The properties of mineral wool, viz : non-conductivity of heat, non-combustibility, non-decaying and vermin-repelling qualities, make it of special value in places where it is desirable to prevent the extraction of cold or the entrance of outside heat. In no other way can such structures be made so effective, economical in operating, and in every way so adapted to the purpose for which they are constructed, as by the use of mineral wool for the insulation of their walls, ceilings and floors. As a protection against fire, properly used, it may be

of inestimable value. It also possesses especial value as a non-conductor of sound, due to its inelasticity and want of solidity, while it is a great protection against rats, mice, insects and disease germs. It is largely used in packing houses, cold storage houses, ice houses, breweries, refrigerators, tanneries, hospitals and asylums, schoolhouses, public halls and theaters, hotels, business blocks, dwellings, apartment houses and flats. It is likewise greatly appreciated as a pipe and boiler covering. Mineral wool is the product of the Salem Mineral Wool Company, whose works are at Salem, Va. This company was organized in 1893, under the laws of Virginia, and is managed by Mr. Walter S. Langdon, lessee, of New York. The product is made by a patented process, and invariably commends its superior merits on use, both in architecture, car construction and steam engineering. Large orders are filled promptly from the works, and the management is thoroughly reliable, progressive and painstaking.

THE PRATT & WHITNEY COMPANY, S. T. J. Byam, Manager, New York Warerooms, Nos. 136 and 138 Liberty Street.—This company are extensive manufacturers of machinery and tools at Hartford, Conn., where they have been established since 1869, and in March, 1894, they opened their New York warerooms, placing them under the management of Mr. S. T. J. Byam, a machinist of thirty years' experience and an expert and practical mechanical engineer. The leading specialties of the house are lathes of all kinds, gauges, drills, chucks, presses, taps, reamers, dies, milling machines, grinding machines, bolt-cutting machines, cutters, screw machines, tapping machines, shapers, etc. The officers are constantly engaged in noting results of their important improvements and experimenting on others, so that each season sees something new emanate from their works to meet the ever-growing demand for iron-working machinery and tools of the most perfect type. Their specialty of automatic weighing and bagging machines for millers, brewers and maltsters are the best in their line and meet with a ready demand and sale. Quality is ever the first consideration of the management, and their claims to merit are based on the severest tests of every-day use in all kinds of iron work for all purposes. The triumphant record of their machinery and its ever-widening use are alone sufficient guarantees that purchasers can do best here. Their machines hold a high position in the industrial world, being especially adapted to fine work where a high degree of accuracy is indispensable, while their field of usefulness is not confined to the United States, as large numbers are exported to England, Scotland, France, Germany, Russia, South America, Australia and other portions of the globe, while the demand is ever increasing, testimonials from eminent firms and corporations bearing evidence to the high character of construction and finish and the perfect accuracy of the products of this company. Illustrated catalogues and all information furnished at

this office. Mr. Byam, the manager, was formerly superintendent of the Trenton Watch Company, and is a member of the Mystic Shrine, and of high repute in the social and business world.

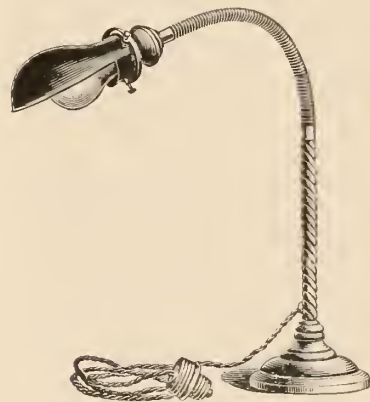
W. R. BRIXEY, Sole Manufacturer of Day's Kerite Insulated Wires for Telephone, Telegraph, Electric Light and Railroad Signal Use, Kerite Tape, Elastic Tape, Rubber Tape. (J. E. Ham, General Agent,) No. 203 Broadway.—Of all the qualities possessed by copper, iron, steel or brass there is none more valuable for general commercial requirements than that of ductility. This is an important quality in wire, which is so prominent a factor in this age of the telephone and the electric light. But a still more important one affecting its application to practical electricies is that of purity, which is but a synonym for low electrical resistance or high conductivity, which is always an important element in Day's Kerite Insulated Wires, manufactured solely by Mr. W. R. Brixey, at Seamore, Conn. Kerite is the most perfect, durable and economical insulation in use for the covering of aerial, underground or submarine wire, or wires for battery purposes. It has been in the market for thirty years, and is shown to be proof against the corrosive elements in earth, air or water. The greatest extremes of heat and cold do not impair its flexibility, firmness or insulating properties. It is used preferentially on both continents by leading corporations for telephone, telegraph, electric light and railroad signal purposes, and is everywhere noted for its practical utility, thorough reliability and uniform excellence. Special attention is given to the making of aerial, underground, lead encased and armored submarine cables for telephone, telegraph, electric light, power and signal purposes, to any specification. Estimates for any class of cables will be cheerfully furnished and special quotations given for large quantities of wire or long lengths of cables. Estimates are also furnished for special cables for torpedo firing, submarine mining or blasting, and leads of all kinds for electric light service. Telephone and office cables are made to any specification, and their special forms of cables are in constant demand by the larger telegraph, fire alarm, telephone and railroad companies throughout the world. The only award given on rubber insulated wires and cables at the World's Columbian Exposition was awarded W. R. Brixey, sole manufacturer of Day's Kerite wires and cables, for "excellence of material and construction, high insulation, reliability and durability, demonstrated by prolonged service under exacting conditions." Branch offices are operated at Chicago and San Francisco. Correspondence is solicited and price-lists mailed on application. Mr. J. E. Ham is the general agent in charge of the New York office, and a young man of large practical experience, wide acquaintance and thorough reliability, with whom it will be found a pleasure to do business.

A. A. McCREARY, Successor to The McCreary Electrical Specialty Company, Patented Reflectors and Electrical Specialties, Electrical Exchange Building, Liberty and Washington Streets.—This gentleman has been established in business here since 1886, and is widely known as an inventor of various specialties of great utility and value. He con-

trols exclusively the manufacture and sale of such

patented specialties as McCreary's silvered glass reflector shades, Austrian jeweled shades, glass and aluminum, revolvable half shade and reflectors, electric light shield, mica dust protectors, moisture-proof socket protector, ring shade holders, special brass portable for McCreary's reflectors, adjustable lamp hanger, flexible tubing for electrical purposes, flexible brass chain, etc.; while making a leading specialty of flexible portables (see cut No. 2) and flexible desk clamps (see cut No. 1). Mr. McCreary is also a practical specialist in the distribution of incandescent electric light. His ability to

supply the finest of reflectors, shades and electrical specialties is attested by that liberal patronage which has enabled him from a small beginning to build up a soundly established business, which now extends not only to all parts of the United States, but also throughout Europe and South America. The house has all along kept well abreast of the progressive spirit of the age, and every facility is possessed for fully sustaining and steadily increasing the well-merited reputation it enjoys for reliable goods and fair dealing. Dealers are supplied to the full extent of their wants at short notice and on

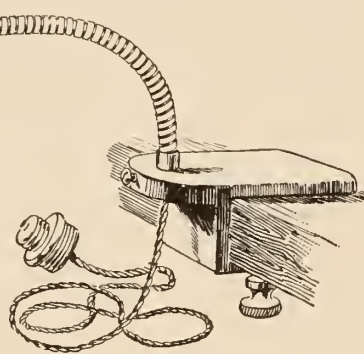


NO. 2.

the most favorable terms, and circulars and all information are mailed on application. Mr. McCreary is a native of Pennsylvania, in the prime of life,

and highly regarded for his genius as an inventor, his skill as a manufacturer and his reliability as a business man.

THE CLARK ELECTRIC COMPANY, Corbin Building, Broadway and John Street.—The apparatus manufactured by the Clark Electric Company, of this city, is the recognized representative of all that is best, safest and most economical in the field of electric arc lighting. The company owning this perfected system was organized in 1888, under the laws of the State of New York. It secured control of all the inventions and patents brought out by that talented electrician, Mr. E. P. Clark, and he now gives the business the benefit of his great practical skill and close personal attention, as the electrician of the company. The Clark system of arc lighting for every purpose has more desirable features than any system ever put upon the market and is the best for every purpose. It has the steadiest light, is superior in economy of power to operate it, and its automatic regulation is on a new principle and better than any other; while the system has a feature that none others possess, known as the "Automatic Safety Device," designed to render dangerous electric currents absolutely safe. The high efficiency of the Clark dynamo, which is about forty per cent. higher than any other arc dynamo, is due to its peculiar construction by which the interior of the Gramme ring armature is utilized for generating current, and all the electrical energy is converted into current. Hence the dynamo runs cool, and the efficiency is very high. An economical dynamo must run cool. A hot dynamo like a hot journal is a waste of power. This company manufactures both arc lamps in series for low tension incandescent current for all systems, arc lamps for alternating current of any or all systems, arc lamps for high tension current of any or all systems, ornamental arc lamps for finest interior lighting for all systems, and arc lamps for optical lantern purposes for colleges and universities; also search lights of 1,000 to 40,000 candle power. They have supplied such well-known houses as the New York Herald, Columbia College, R. H. Macy & Co., B. Altman & Co., Produce Exchange, American Exchange National Bank, Beadleston & Woerz, American Institute, New York Athletic Club, the C. & C. Electric Motor Company, Proctor's Theatre, People's Theatre, P. F. Collier, Hulbert Bros & Co., S. W. Richards, Henry Siede, H. F. Bindseil, Excelsior Steam Power Company, Miner & Sands, Prof. Gallatin, German Club, Photochrome Engraving Company, Gill Engraving Company, C. de Peyster Field, Prof. Delafield, Charles A. Schieren & Co., among many others in New York. The officers of this company are as follows, viz: James H. Seymour, president; A. Bedell Benjamin, secretary; Ernest P. Clark, electrician. All are well-known New Yorkers, under whose auspices the science of electric arc lighting is attaining its fullest fruition. Mr. Clark is a self-taught electrician, and can step into a machine-shop and make his own dynamo and other apparatus.



NO. 1.

CLEVELAND CITY FORGE AND IRON COMPANY, C. M. Wales, Eastern Manager, No. 136 Liberty Street.—This company are extensive manufacturers of marine and other forgings, finished or in the rough; car axles, railroad coupling links and pins, shafting, bending rolls for rolling mills, rudder frames, and other large forgings; also, pressed wrought iron open turn-buckles. The industry was inaugurated in Cleveland, Ohio, thirty years ago, and the company is officered as follows, viz: R. H. Harman, president; L. M. Coe, vice-president; G. F. Ely, secretary and treasurer. The New York office was opened in 1889, with Mr. C. M. Wales as manager. He had previously been with the company at Cleveland for eight years, as mechanical engineer, and thus brought special qualifications to bear upon the business. The plant at Cleveland is the largest of its kind in the United States, covering a ground area of ten acres, and gives steady employment to six hundred skilled workmen. The equipment embraces forty furnaces, twenty-five steam hammers from one-half to ten tons each, and every modern appliance tending to facilitate rapid and perfect production, and a vast amount of work of a superior character is turned out. The scope of work includes all kinds of light and heavy forgings, hammered shapes of every description, from wrought-iron or steel; also, steamboat work, locomotive forgings, and hammered scrap axles. The company manufacture special and intricate shape work in both rough and finished forgings, and have furnished rudders for several United States cruisers, crank shafts for the *Priscilla* and the *Puritan*, large rolls for rolling mills and large forgings for corporations and prominent houses throughout the country. In all departments of the works skillful workmanship is employed, the finest metals obtainable are used, and the most perfect work is turned out. Mr. Wales, the Eastern manager, is a well-known member of the American Society of Mechanical Engineers and the American Society of Naval Architects, and an accomplished mechanical engineer, thoroughly grounded in the theory and practice of mechanics, and a young man of large experience, wide acquaintance and sterling worth.

THE PHILADELPHIA BRIDGE WORKS, Cofrode & Saylor, Incorporated, Civil Engineers and Bridge Builders, Central Building, No. 143 Liberty Street.—In the year 1870 the firm of Cofrode & Saylor was established in Philadelphia, their business being that of civil engineers and bridge builders. After a successful career of seven years it was found expedient to increase the facilities of the house by incorporating it, which was done in 1889, under the laws of the State of Pennsylvania. The name of the company is the Philadelphia Bridge Works, and its capital stock is \$400,000. Its works and shops are located at Pottstown, Pa., and its general office is in Philadelphia at No. 257 South 4th Street. The New York office was established in 1891, under the charge of its present man-

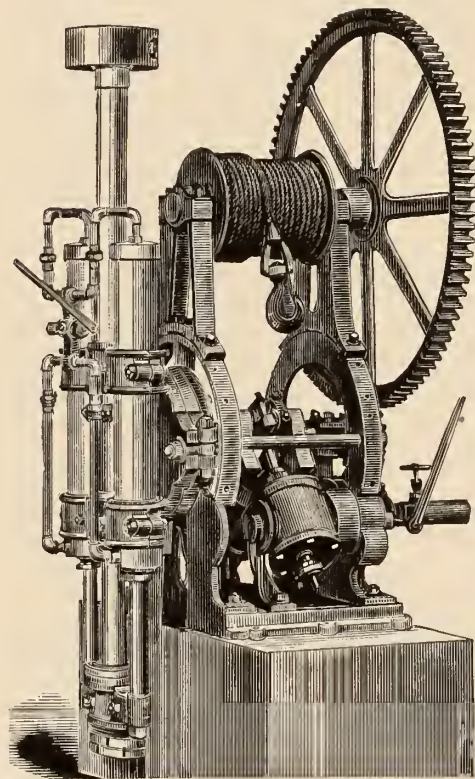
ager, Mr. Edward B. Jenks, who had previously been connected with the Jersey City office for seven years. The company builds bridges, docks, sheds, wharves, trestles, storage warehouses, etc. It has very extended relations with railroad interests, having among others done a large amount of construction for the Pennsylvania Railroad Company. It built the long dock at Atlantic Highlands, N. J., when the United States government deprived the Central Railroad of New Jersey of the use of Sandy Hook as a landing place, and also built the trestle bridge across the Shrewsbury river for the same company. One of the large contracts on which it is at present engaged is the erection of a series of extensive buildings and docks for the National Storage and Warehouse Company at Jersey City. The New York branch employs steadily several hundred men, and the business of the company, both here and at its Pennsylvania end, is constantly growing.

ELECTRICAL CONDUIT COMPANY, No. 33 Broad Street.—This company was organized in January, 1892, under the laws of New Jersey, with a capital of \$300,000, and is officered as follows, viz: A. Wolff, Jr., president; Lewis May, treasurer; Charles P. Barker, secretary; directors, Lewis May, W. H. Hart, A. Wolff, Jr., James Thomas, Clarence W. Meade and Charles P. Barker. This company was the first in the field to introduce a successful system of underground conduits for electrical wires—the result of a series of costly and elaborate experiments—and now have the only complete and comprehensive system in existence, for lateral service, distribution and trunk-line purposes. The feature that establishes the great availability and durability of this system is the perfect facility for the distribution of conductors of different electro-motive force from totally independent ducts and each going independent into the house or to the lamp-post. Without such facilities an underground conduit is of no value, because wires to be carried in a cable from one point to another and only utilized at the end could be laid in the earth in any well-constructed receptacle. Wherever this system has been laid it is dry and in a perfect state of preservation, free from rust or corrosion, showing the entire absence of moisture at any time since its burial, in some instances over ten years. The system is now in successful use in New York, Philadelphia and Chicago, and companies everywhere are licensed to operate under this system, while contracts are undertaken to lay the conduit in cities. Illustrated catalogues, terms and price lists mailed on application. President Wolff is a well-known banker and broker of this city; Treasurer May is a trustee of the Mutual Life Insurance Company of New York; and Secretary Barker was formerly a member of the legal firm of Hildreth & Barker, but this firm having dissolved Mr. Barker has opened an office at No. 37 Liberty Street. The names of the directors speak for themselves, and the company has rapidly reached the highest point of efficiency in its special industry.

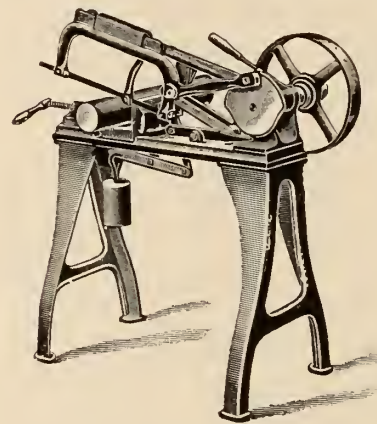
LEWIS F. BOSTELMANN, Manufacturer of the Standard Diamond Prospecting Drill, No. 39 Cortlandt Street.—Taking up the manufacturers of specialties peculiar to their respective establishments in the metropolis, honorable mention should be made of Mr. Lewis

F. Bostelmann. This gentleman is the manufacturer of the Standard Diamond prospecting drill, with double cylinder hydraulic feed which is widely recognized as the best diamond drill manufactured. It is made to bore from 20 to 4000 feet in holes one to twelve inches in diameter, and is adapted for surface or underground prospecting. It does not get out of order and is most reliable as to results obtained. It can be operated by steam or compressed air, 10-horse power being required, and its capacity is warranted, boring holes to a depth of 800 feet or more, and can be fitted to bore holes of large diameter if desired. By its use an accurate record of soft and loose strata is obtained. A complete outfit is furnished with the drill, and the facilities possessed by Mr. Bostelmann render him compe-

tent to offer inducements of the most desirable nature to buyers; while the promptness, efficiency and reliability with which the wants of buyers are fulfilled warrant the remark that no better house can be found with which to open permanent business relations. Mr. Bostelmann has had an experience of eleven years in this special branch of industry, being secretary and treasurer of another company in the same line, and established his present enterprise on January 1, 1894. His thorough practical skill and close personal supervision assures the continued success and permanent prosperity of this progressive house.



THE FRASSE COMPANY, Extra Grade Tools and Supplies, No. 19 Warren Street, near Broadway.—For nearly eighty years the house conducted by The Frasse Company has been recognized as a leader in the business world, and has won a success that bespeaks the ablest management, the best class of goods and the utmost reliability in all its methods. The company are wholesale and retail dealers in extra grades of tools and supplies, including lathes and other machinery suited to the wants of manufacturers. They are especially promi-



nent in the trade as agents for A. Rollason & Sons, of Birmingham, piano wire; Poldi Steel Works, of Vienna, tool steel; Fischer File Works of Vienna; Penget Freres, France, cold rolled steel for watch and clock springs; Chateau Fils, emery paper, and as manufacturers of the Automatic Hack Saw Machine and Electric Folding Handle Saw Frame. The business was founded in 1816 by H. F. Frasse, who admitted his son, Wm. H. Frasse, to partnership in 1837. In 1869 the firm of Frasse & Co. was organized, the senior partner dying the same year, when the estate assumed control, and in 1893 the present company

was incorporated. The present premises have been occupied since May, 1893, and are spacious in size, well stocked, and give ample accommodations for supplying the most extensive demands. Their automatic sawing machine, for cutting iron and brass bar or tubing up to a large diameter is undoubtedly the best thing of the kind in the market. It has a large demand, not only in the United States but throughout Europe and South America. A swivel vise similar in design to a planer chuck permits of cutting off at various angles. The lifting return stroke prevents friction on the blades, lengthening their utility. The machine is strongly built and is largely used on plantations for severing pipe. For those not having power the machine is furnished with heavy fly wheel and crank. President Frasse is the grandson of the founder of the business and came into the house twenty years ago. He has the active supervision of affairs, and his practical skill and close personal attention serve to assure the continued success and permanent prosperity of this old and honored house. Illustrated catalogues and price lists will be mailed on application, and orders by telephone No. "747 Cortlandt," by telegraph or mail, are always promptly filled.

OLIVER W. BARNES, Civil Engineer, No. 57 Broadway.—The professional element of this city includes most of the leaders in the various fields of endeavor, and, in the science and practice of engineering, the metropolis can produce an array of talent unexcelled by any other city in the world. Perhaps no name in "Gotham's" roll of distinguished civil engineers occupies a more prominent position than that assigned to the name of Oliver W. Barnes, who is recognized throughout this and other countries as an eminent engineer, and as a man who has accomplished important results in life. Mr. Barnes has been established in professional practice for a period of over forty years, during which time he has been in charge of some of the most important and successful enterprises accomplished in this country. He first came into prominence as the principal assistant engineer in the construction of the Western Division of the Pennsylvania Railroad, which extends over the rugged country between the Alleghenies and Pittsburgh. Later he was chief engineer of the Connecticut Western Railroad, and chief engineer of the Dutchess & Columbia Railroad. From 1880 to 1885 he was engineer-in-chief and consulting engineer of the South Pennsylvania Railroad, which was known as the Vanderbilt Road, owing to the fact that the late William H. Vanderbilt was the principal capitalist in the syndicate that had determined to build the shortest line between the East and West through Pennsylvania. After most of the seven great tunnels on the line had been nearly completed and other important work well advanced toward completion it was sold to the Pennsylvania Railroad Company, which will some day complete it. More difficult problems in engineering were met with in surveying, locating and constructing this line by Mr. Barnes than have ever occurred in any other line across this continent. Another specimen of his skill as an engineer is shown in the construction of the Kinzua Viaduct, 300 feet high and 2,100 feet long, on the line of the extension of the New York, Lake Erie & Western Railroad, in Western Pennsylvania. His eminence as an engineer led to his selection as chairman of the construction committee of the New Croton Aqueduct Commission. He has submitted plans to the Rapid Transit Commission, as chief engineer of the New York Underground Railway Company, which have received favorable comment from the press and scientific journals. Mr. Barnes takes a personal and professional interest in the study and solution of practical, difficult engineering problems, and in that way advances great enterprises. His most recent undertaking is the New York Connecting Railroad, designed to connect the New York Central and Hudson River R. R. system with the city of Brooklyn by a line starting from Morrisania, thence via Randall's Island and Ward's Island, crossing the East River near Astoria by a cantilever bridge of 800 feet span; thence southwardly through Long Island City to Brooklyn. The line will be seven miles in length and will be partly on a steel viaduct of sufficient elevation to cross the East River at the height of 150 feet required by the United States reg-

ulations. Mr. Barnes is a member of the American Society of Civil Engineers, the Engineers' Club of Philadelphia, and the Union League Club of New York.

CCLIMAX POWDER MANUFACTURING COMPANY, Fred. Julian, Manager, No. 29 Broadway.—The manufacture of powder has become one of the great industries of the United States, the business amounting to many millions of dollars per year. What is more, the powder of whatever kind made in America, whether it be of the blasting, mammoth, cannon-mortar, musket, canister, sporting, shipping or fuse description, is not excelled anywhere on the habitable globe. In the manufacture of dynamite and high-grade explosives, the Climax Powder Manufacturing Company has over and over again proved the truth of the above statement. The works and principal office of this company are located at Emporium, Pa., with a magazine in New York harbor, and the productive capacity of the works is 12,000 pounds per day. Those whose occupation it is to quarry rocks and open up mines, know from experience that when the blasting apparatus and powder of the Climax Powder Manufacturing Company get their best work in there is an effective displacement of something. It is because of their efficacy that the explosives of this company are so much in demand, both at home and abroad, and that their sales have become enormous throughout the United States, South America, Mexico and the West Indies. Dealers and contractors are supplied through the New York office in quantities to suit at short notice and on the most liberal terms. Mr. Fred. Julian, the manager, is an expert authority in the trade, and in all his transactions is prompt, reliable and trustworthy.

BOHM MANUFACTURING COMPANY, H. Simmons, Manager, Lumber, Sash, Doors, Blinds, Etc., Tenth Floor, Room No. 133, Taylor Building, No. 41 Cortlandt Street.—This company was established thirty years ago, and the office in this city was opened in 1894. The manager, Mr. H. Simmons, has had ample experience in the lumber trade, having been superintendent of the company's plant at St. Paul for fifteen years. He is a native of New York, and a practical wood-worker, thoroughly skilled in all branches of the industry. The Bohm Manufacturing Company's plant, at St. Paul, Minn., covers an area of twenty acres, and the mills are equipped with the most improved machinery, driven by steam power, while employment is found for 400 workmen. The company manufacture all kinds of lumber, sash, doors, blinds, interior hardwood finish, etc., also dove-tailed boxes for pork and other purposes. Their trade extends all over the United States. The New York office supplies the demand in New York, New Jersey and New England. All orders are given immediate attention and are filled upon the most equitable terms.

M. C. HANTON, Wholesale Dealer and Manufacturers' Agent in Locks, Knobs, Artistic Bronze Door Furniture, and Builders' Hardware, No. 103 Chambers Street.—This house has always maintained the highest of reputations for handling none but high-class goods, and for its honorable straightforward business methods. Mr. Hanton was born in Ireland, but has been a resident and citizen of the United States for many years. Having a wide range of experience in this trade he inaugurated this establishment in 1872, and at once developed a very liberal and influential patronage, exclusively wholesale, and extending to all parts of the United States and adjacent countries. He was located for a number of years at No. 63 Reade Street, and as the volume of his trade continued to increase in importance he moved to his present address, where he occupies spacious and commodious quarters, neatly and appropriately fitted up with every convenience for the transaction of business, and display of the splendid assortment of samples of goods which he handles. This assortment embraces the productions of the very best hardware and house builders' furnishings in the world, comprising all the latest novelties and inventions in door, furniture and other locks, door knobs of plain polished brass, silver and nickel plate and unique, artistic styles in bronze; also automatic door furniture, letter boxes and numbers for flats and dwellings, in fact everything in the line of builders' hardware, such as heavy hinges, automatic door closers operated by springs or compressed air. A specialty is made of burglar proof sash locks, anti-friction furniture and trunk castors, pendulum parlor door hangers, and plain and artistic door numbers. Goods sold from these samples are delivered direct from the factories at lowest prices and are guaranteed to be just as represented. Special terms are made with builders of large first-class hotels, flats and office buildings. Mr. Hanton is a wide-awake, reliable and honorable dealer and popular in social and business circles, while his efforts in behalf of the concerns he represents have placed their goods in the foremost ranks in their line.

MANUFACTURERS' AUTOMATIC SPRINKLER COMPANY, No. 136 Liberty Street.—Every one who is doing well dreads a fire, and therefore any appliance that reduces the possibility of such a calamity to the minimum is of great value. Such an appliance and protection is furnished by the Manufacturers' Automatic Sprinkler Company of Syracuse, N. Y., whose New York office is located as above. This company was organized in 1884, under the laws of the State of New York, with a capital of \$100,000, and has become deservedly famous for the manufacture of "Non-Corrosive" automatic fire extinguishing appliances. Their specialties embrace automatic sprinklers, combination, index, stop and check valves; stand pipes for buildings, hose, hose racks, buckets,

automatic valves, and fire protective apparatus generally. The insurance interests of the country have given this system their unqualified approval and reduce the cost of insurance one-half when a building is protected by the Non-Corrosive sprinkler, and the records of hundreds of fires detected and extinguished without serious loss, and with no instance of failure, have justified the wisdom of their action. The company have recently put sprinklers into the buildings of Ehrich Brothers, Ludwig Brothers, D. S. Brown's Soap Works, National Casket Company, Hornbuhl Brothers, Jno. Polhemus Printing Company, among others in this city. No cheap work is executed by this company, but the best at the lowest prices. Illustrated catalogues and all information mailed on application. Mr. E. L. Thompson, the general manager of the company, is a native New Yorker, formerly with the Harkness Sprinkler Company, for seven years connected with the sprinkler business, and is eminently qualified by experience and ability to promote the interests of this company.

NATIONAL RAILWAY SPRING COMPANY, Locomotive, Passenger Coach, and Freight Car Springs, Edward Cliff, General Superintendent, Taylor Building, No. 39 Cortlandt Street.—One of the largest and leading concerns in the United States in the manufacture of car springs is the National Railway Spring Company, whose New York office is located as above, with works at Oswego, N. Y., and branch offices at Chicago and St. Louis. This company has been in operation over thirty years and are extensive manufacturers of locomotive, passenger coach, electric and freight car springs, and are experts in the manufacture of "Graduated" springs. They made and designed the springs for the N. Y. C. & H. R. R. prize engine No. 999, which took the lead at the Chicago Exposition, and they enjoy a prestige and patronage international in extent and eminently creditable in character. The New York office is under the experienced management of Mr. Edward Cliff, who sells the entire output. From one hundred to one hundred and fifty skilled hands are employed at the works, and the great prosperity of the company is due to the superiority of its products, both as to quality, accuracy of form and durability. They are standards in their respective lines, and are in heavy and increasing demand by railroad companies, car builders and railway supply houses throughout the United States, Mexico and South America. Orders of whatever magnitude are filled with promptness and care, and on the most favorable terms; and the steady growth of this branch of skilled industry is highly creditable to the company and its executive. The officers of the company are: Theodore Irwin, president; George B. Sloan, Jr., secretary and treasurer; both of whom reside at Oswego, and Mr. Cliff, superintendent, who has made a record for his company while here which augurs well for its future.

THE HYDRAULIC CONSTRUCTION COMPANY, Hydraulic Engineers, Experts and Contractors, Nos. 145 Broadway and 88 Liberty Street.—From a hygienic point of view, nothing can be of more importance to a community than a good supply of pure water, and experience shows that there is no better way to secure this desideratum than by means of artesian or driven wells. A leading house engaged in water works construction in the metropolis is that of the Hydraulic Construction Company, who are widely known and honored as hydraulic engineers, experts and contractors, and have been established in the business here since 1889. They give their skilled attention to subterranean water supply by driven, gauged, tube and artesian well system, for manufacturers, cities, towns and railroads; also foundation tests and drainage, while water works are constructed by franchise or contract. The business has rapidly assumed extensive and important proportions, consequent upon the enterprise and ability displayed in the management, and its future success and permanent prosperity is assured by the same sign. They have constructed some fifty plants for different cities and towns throughout the United States, including those at Lowell, Mass.; Watertown, Mass.; Hyde Park, Mass.; New Utrecht, L. I. and Conneant, Ohio; and their services are in constant and important request in city and country. Estimates are promptly furnished for drilling wells and machinery for the same, and contracts are entered into for the construction of water works under the most approved system. Branch offices are operated at Nos. 55 Oliver Street, Boston; and 1111 Main Street, Richmond, Va. Mr. W. D. H. Washington, the founder and moving spirit of this enterprise, is a native of Virginia, and a hydraulic and civil engineer of sixteen years' experience. He has served with the West Virginia Central & Pittsburgh R. R., the Coal & Iron Company of West Virginia, the Nicaragua Canal Company and other corporations; and is an honored member of the American Society of Civil Engineers, the New England Water Works Association, and the American Water Works Association. He is ably assisted in the management of the business by Mr. M. R. Rider, as superintendent, and Mr. Edward Phillips, as inspector; both of whom have had some twenty years' experience in supplying well plants, and are industrious and painstaking.

CHAS. E. CHAPIN, Manufacturers' Agent, No. 136 Liberty Street.—Mr. Chapin established his business here in 1891, and is especially prominent as agent for the Ohio Brass Company, of Mansfield, O., manufacturers of street railway material; the Perkins Electrical Switch Manufacturing Company, sockets, cut-outs and switches; porcelain, R. Thomas & Sons Co.; Partridge Carbon Company, carbon brushes; and as a dealer in direct and alternating current dynamos, transformers, switchboards and instruments; "Packard" incandescent lamps; Mogul 200 to 500-candle power lamps, Waterhouse arc lamps, interior conduit

supplies, street fixtures, bushings, mica, wire and line material. These specialties commend their own superior merits to the confidence and patronage of critical and discriminating buyers. The trade of the house is large and active throughout the United States, Mexico, Cuba, Spain and South America, and has been developed on the broad basis of merit. Mr. Chapin was formerly with Waterhouse & Gamble, of Hartford, Conn.; Alexander, Barney & Chapin, and the Sawyer-Mann Co., of New York; and stands deservedly high in electrical and business circles.

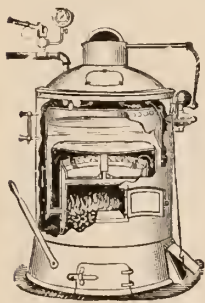
WILLIAM J. HAMMER, Consulting Electrical Engineer, 1305 Havemeyer Building, No. 26 Cortlandt Street.—For the past fifteen years, Mr. William J. Hammer, the well-known consulting electrical engineer, has been established in the practice of his profession in this city, and is widely recognized as an expert in electrical patent cases, in the examination of electrical plants and inventions, and in supervising the construction of electric light or power plants, installations of electrical systems and machinery, the wiring of buildings, and general electrical work. He manufactures nothing and has nothing to sell, does no construction work himself, nor is he connected with any company or corporation, and accepts no commissions. His clients' interests are therefore carefully studied without fear or favor; they are secured the best systems or methods, high-class materials, excellent workmanship and careful supervision. When desired he takes entire charge of his clients' interests for a modest fee. He has had an extensive experience in various classes of electrical work during many years in England, Germany, France and America, and has long received a measure of recognition of the most flattering character. Thomas A. Edison writes from Orange, N. J., under date of Sept. 10, 1890: "W. J. Hammer has been identified with the Edison Electric Light interests for the past eleven years. He had entire charge of my exhibit at the Paris Exposition, which was very successful. He has carried out successfully some of the largest electric lighting installations in this country and Europe. He is competent, reliable and industrious. I heartily commend him to those who may require his services in his new field of work." Similar commendatory letters are in Mr. Hammer's possession from Elihu Thomson, of Lynn, Mass.; Frank J. Sprague, of the Sprague Electric Railway and Motor Company; Francis R. Upton, general manager, Edison Lamp Company; William Wallace, of Wallace & Sons, No. 29 Chambers Street, New York; F. S. Hastings, treasurer, Edison General Electric Company; H. M. Byllesby, general manager, Westinghouse Electric and Manufacturing Company, among many others. Correspondence is solicited. Mr. Hammer is an honored member of the American Society of Electrical Engineers, the New York Electrical Society, and the National Electric Light Association, and enjoys a prestige and patronage broadly national in extent and eminently creditable in character.

VULCANIZED FIBRE COMPANY, Wm. Courtenay, President and General Manager, No. 14 Dey Street.—There are numerous industries represented in the metropolis that maintain an active trade and do a large annual business in their respective lines of goods, but it is only here and there that we find a thoroughly representative corporation, alert to avail itself of every method and every invention which can in any way tend to improve the quality and the field of usefulness for their goods. The growth and development of such concerns cannot be gauged by the general run of trade. They are on a different plane, and fill a sphere of usefulness of the widest extent with the largest consumers of their specialties. An apt illustration is afforded by the Vulcanized Fibre Company. This company has its factory in Wilmington, Del., and was incorporated in 1874, under the laws of the State of Delaware, with a capital of \$221,000., and is officered by Wm. Courtenay as president and general manager; Frank Taylor, treasurer and general superintendent. This company was the pioneer in this country in the manufacture of its special class of goods, while Vulcanized Fibre as manufactured solely by them is recognized as a staple article of commerce in all portions of the civilized world. It is used largely for railway, electrical and general mechanical purposes and possesses peculiar qualities which render it entirely different from any other known material. It is practically and comparatively new, of great strength, elasticity and durability, and is applicable in some form to almost every branch of mechanical industry. It is absolutely insoluble in all ordinary solvents and is not injured by contact with alcohol, ether, ammonia, turpentine, naphtha, benzine, petroleum, or any of the animal, vegetable or mineral oils. It is made of two classes, hard and flexible, as desired, according to the uses for which the goods are intended. The hard fibre closely resembles horn in its consistency, is exceedingly tough and strong, resisting an enormous compressive strain, and retaining its elasticity under all ordinary temperatures. The flexible fibre has the appearance of a very close-grained sole leather, and is used for a great variety of purposes. Hard vulcanized fibre is an excellent insulator in all dry positions, and is largely used as a substitute for hard rubber by most of the principal electric light companies and manufacturers of electrical instruments in the United States and Europe. It is used in dynamos for commutators, magnet heads, etc., for switch boards, and switch plugs, wall insulators, bases of telegraph and electrical instruments, press buttons, electrical gas lighting appliances, electric fire and burglar alarms, electric lamps and a variety of purposes. As its insulating properties have been thoroughly tested all over the world for a number of years, and, as it is much cheaper than hard rubber and improves with age, the economy of using it is apparent. The company has agencies in every portion of the civilized world, with Mosses & Mitchell, Nos. 68 to 71 Chiswell Street, London, Eng., as general European agents. Catalogues and price lists mailed on

application. President Courtenay is a native of Baltimore, and resides in this city, where he manages the extensive business of the company, and is the founder of the enterprise. Mr. G. L. Courtenay is secretary; Mr. Frank Taylor, the treasurer and superintendent, resides in Wilmington, Delaware, and has charge of the extensive works of the company in that city.

JAMES H. LANCASTER, Patentee and Manufacturer, Hoisting Machines, Steam Shovels, Ore Granulators, Placer Gold Amalgamators, Hand Power Hoisters, Electric Hoisters, Etc., Nos. 39-41 Cortlandt Street.—The well-earned success of Mr. James H. Lancaster, the noted patentee and manufacturer, has been attained by years of industrious application and the exercise of the best inventive talent. For the past fifteen years his name has been identified with the highest class of mechanical engineering and the invention of the best hoisting, excavating dredging and amalgamating machinery extant. He is the inventor and manufacturer of the "Lancaster" electric hoister, which operates shovel, grapple or crane; the "Lancaster" 1894 combination hoister, which is worked by steam, electricity, gasoline or gas, and may be used as a crane or wrecking car; the "Lancaster" placer gold amalgamators, and the "Lancaster" digging and excavating apparatus, which together form a complete and perfect gold-producing plant, reducing placer mining to a science and opening up a safe and profitable industry; the "Lancaster" rock and ore crushers, the strongest, simplest, cheapest and most powerful of all breakers; also suspension cable ways, ore granulators, etc.; while excavators, dredges, sewer, trench and canal diggers; coal, ore, sand, gravel, garbage, bales of cotton, rags, sugar cane and phosphate handling apparatus, and every kind of automatic hoisting, conveying, electric and excavating plants, and submarine dredging outfits, are promptly furnished. Mr. Lancaster supplied the plant for the New York Stone Crushing Company at Hastings on the Hudson, N. Y., having a capacity of 600 yards per day; a similar plant to Shepperd Estate, Scarborough on Hudson, N. Y.; the hoisting machinery at Riker's Island for unloading garbage; the United States Government plant, Sandy Hook, N. J. and also at Savannah, Ga.; the placer gold plant and hoisting apparatus at Rocky Bar, Elmore County, Idaho; and the gold plant at Bamcock City, Mont.; while his specialties are in active and influential demand throughout the United States, and take rank among the most important labor-saving inventions of the century. Catalogues and price lists mailed on application. Mr. Lancaster is a native of England, where he acquired his profession as a mechanical engineer, and is honored and esteemed on both continents for his inventive genius and great practical skill. His name stamped upon a machine is everywhere considered as a guarantee of efficiency and thorough workmanship.

GEO. H. BELL & CO., Peerless Steam and Hot Water Heater, No. 41 Dey Street.—The merchants, manufacturers and business men of to-day, in the face of a keener competition than has ever existed hitherto, must utilize every labor-saving device and economical method that in any way conduces to the systematic transaction of their business. To point out some of the new and valuable auxiliaries constantly being invented and introduced is one of the purposes of this volume. Among such to be noticed in this city is the "Peerless" steam and hot water heater, of which Messrs. Geo. H. Bell & Co. are sole agents for the United States, with offices and show-rooms at No. 41 Dey Street. This heater is undoubtedly the simplest, cheapest and best for buildings of all kinds now on the market. It is built in four sizes, for steam or hot water, and is universally commended by all who have used it, as "peerless" indeed. There is no trouble in heating the



largest house in the coldest of weather; it requires but little attention, is the most economical in the use of fuel, using one-half less quantity than any heater on the market and giving more heat, free from dust and escaping gas, easier to control and manage than a base-burning stove, and in every way the most desirable. Dealers are promptly supplied in any quantity desired and on the most liberal terms, and correspondence from builders and architects is respectfully solicited. Mr. Geo. H. Bell, the active man at the helm, is a well-known New Yorker, a dealer in printing presses on Nassau Street, and enjoys a reputation and a trade thoroughly national in extent and well deserved.

ROSSITER, MACGOVERN & CO., Electrical Contractors, General Electrical Supplies, No. 141 Liberty Street.—As electrical contractors, dealers in general electrical supplies, and as agents for the Jenney Electric Motor Company, of Indianapolis, Ind., the firm of Messrs. Rossiter, MacGovern & Co. are the recognized representatives of all that is best, safest and most economical in the field of electric lighting by both the arc and incandescent systems, and also in the transmission and application of electric power for street railway and other motive purposes, and for insulation, construction and all branches of electrical work. They established their business here in 1891, supplying any electric light or power system desired, and are doing a large and active business in installing isolated and central station electric light and power stations; supplying dynamos, motors and railway equipments; fan motors and electrical supplies of all kinds. They have displaced many steam engines, compressed air engines and hydraulic motors with their electric motors for the running of elevators, printing presses, sewing machines, ventilating fans

and other industrial work; they supply generators and motors that have been perfected to give a maximum of efficiency with a minimum of cost for construction and operation, and perfectly self-regulating under varying loads and conditions; and they are in constant receipt of flattering testimonials from their patrons, who unite in praise of the perfect action and reliability of their motors, which save the cost of engineer, expense and trouble of coal and ashes, waste of time in steam raising, and danger from fire and explosion. They supplied the Marlboro Street Railroad Company, of Marlboro, Mass.; and the Los Angeles Street Railroad Company, of Los Angeles, Cal., with Edison plants, and the electric light plant for the American Press Association of New York city; while their services are in constant and important requisition throughout the country. The co-partners, Messrs. Van Wyck Rossiter, Frank MacGovern and Isaac M. Sutton, are all practical electricians, and young men of tried ability, sound judgment and sterling enterprise.

SAMUEL R. BULLOCK, Water Works Construction and Finance, 907 Havemeyer Building, No. 26 Cortlandt Street.—One of the most eminent and responsible contractors for the construction of water works in this country is Mr. Samuel R. Bullock, who established himself in business here in 1879, and is widely recognized as a gentleman of thorough practical skill and experience, as well as energy and enterprise, and fully conversant with every detail and feature pertaining to the class of work to which he devotes his attention. He is an accepted authority on all matters relating to the building and operating of city water works, and possesses complete equipment for the work, being at all times prepared to give estimates and construct whatever system is best suited to the place. Among the more noteworthy achievements attesting his ability and success as contractor, may be named the water works built by him at Chester, Pa., at a cost of \$1,000,000; Massillon, O., \$250,000; Vicksburg, Miss., \$250,000; Shreveport, La., \$250,000; Denison, Tex., \$200,000; Vincennes, Ind., \$200,000; Jeffersonville, Ind., \$175,000; Paducah, Ky., \$150,000; Mobile, Ala., \$750,000; Pensacola, Fla., \$150,000; Circleville, O., \$150,000; Defiance, O., \$150,000; Greencastle, Ind., \$150,000; Stevens Point, Wis., \$150,000; Greensburg, Ind., \$125,000; Sharon, Pa., \$100,000; Corry, Pa., \$100,000; Goldsboro, N. C., \$100,000. All contracts undertaken by him are certain to be executed in the most careful, competent and trustworthy manner. Mr. Bullock is a native of Pennsylvania, a resident of Brooklyn, and still in the active prime of life. He was for several years New York manager for the Holly Manufacturing Company, of Lockport, N. Y.; was five years in the Second Pennsylvania National Guard, at Philadelphia; and is a member of the F. and A. M., the I. O. O. F. and the K. of P. He is highly respected for his ability and integrity, and conducts his business on the soundest principles of commercial honor.

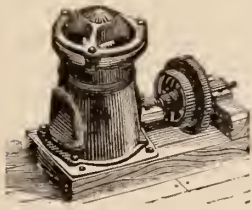
THE FOSKETT & BISHOP COMPANY, G. & J. R. Bolton's Improved Hot Water Heaters, No. 114 Liberty Street.—The increased attention given of late years to appliances for comfort and the sanitary appointments of dwellings and public buildings has resulted in establishing the supremacy of the hot water system of heating. Water has long been recognized as the best medium for conveying heat from a central source to the various rooms of a building, but the difficulty of distributing it while still hot, prevented the general application of the system until the Bolton Improved Heater was introduced. This valuable apparatus was invented in 1879 by Mr. George Bolton, who was in business in Petersborough, Canada, as a member of the firm of Bolton & Son. The business was afterward transferred to Detroit, Michigan, where the concern was styled the Detroit Heating and Light Company. After making some important improvements in the heater as then being made, the Messrs. Bolton sold the right to manufacture it to the Foskett & Bishop Company of New Haven. The president of this company, Mr. W. A. Foskett, is the oldest man in the United States engaged in the steam heating business. He is upward of eighty years of age, and has been for more than sixty years in his present line of business in New Haven, having established this company fifty years ago. The treasurer, Mr. Noble P. Bishop, is a New Haven gentleman also, thoroughly well known and esteemed in the trade. The senior Mr. Bolton is active as the Western representative of the Foskett & Bishop Company, while the junior member of the firm is the Eastern manufacturing representative. The business of the company is very large, its interests extending over the breadth of the country. It has the general agency of the General Fire Extinguisher Company of Providence, R. I., in the states of Vermont, New Hampshire and Massachusetts. The company also furnishes plans and specifications for entire steam plants, and takes contracts for their erection. The Bolton Heaters are made in twenty different sizes. The New York office was established in 1892, and is under the management of Mr. Geo. H. Raymond, who had been previously president of the Raymond Furnace Company of this city. He has been twenty years in this line of business, and no person in the trade is more thoroughly known or more deservedly popular. He conducts a wide line of business for his company, his field of operations being for the most part west of the Hudson River. Mr. Raymond is a resident of Norwalk, Conn.

F. W. EGBERT, Electrical Engineer, Room 1005, Bennett Building, Nos. 93-99 Nassau Street.—One of the best known among New York's rising electrical engineers is F. W. Egbert. He is a man of unquestionable skill, and does all classes of work in his line. Mr. Egbert was born in Staten Island, and is a practical electrician of thorough experience, and has been established since November, 1893. He makes a

specialty of marine constructing and supervising, and has a prosperous patronage. He overhauled the electric plant on E. C. Benedict's yacht, "Oneida," on Commodore E. D. Morgan's steam yacht, "May," Flagler's steam yacht, "Elicia," and the steamer, "Nutmeg State"; and did the wiring in the Ward mansion, Staten Island. Mr. Egbert was for six years with the Edison General Electric Company, and understands all branches of the business. He is prepared to design electric lighting plants, and to superintend the installation thereof, and can guarantee satisfaction. He furnishes lighting supplies, dynamos, motors, engines, belting, fixtures, lamps, lanterns, etc., and jobbing is promptly attended to. Estimates are given on electrical work of every description, and all work is executed under Mr. Egbert's own personal supervision.

ÆTNA-STANDARD IRON & STEEL COMPANY, A. Schroeder, Agent, Nos. 39 and 41 Cortlandt Street.—The progress in iron and steel manufacture in this country in a quarter of a century has been very notable. Not only has the industry grown enormously during the last few decades, but marked improvements have been made in the products; especially is this true as regards sheet steel, in which a high degree of excellence has been attained by some of our big concerns. And in this connection special mention is due the Ætna-Standard Iron and Steel Company, office and works, Bridgeport, Ohio, whose New York representative is Mr. A. Schroeder. Their patent leveled galvanized sheets are of a distinctly superior quality and are unexcelled by anything of the kind on the market. They are manufacturers of iron or steel plates and sheets, plain black, painted, corrugated, and other forms of roofing, siding and ceiling, and turn out an article of exceptional excellence. They also manufacture bars, light section rails, angles, tees, channels and miscellaneous bars and shapes, and all their productions are in extensive and growing demand. This company, which was organized in 1893, under the laws of the State of Ohio, is a consolidation of two concerns: The Ætna Iron and Steel Company (established about twenty years) and the Standard Iron Company (established in 1883). W. T. Graham is president; J. J. Hal-loway, treasurer, and John A. Topping, secretary. The works, which are just opposite Wheeling, W. Va., on the Ohio river, have transportation facilities by the B. & O., the Pennsylvania, the C. L. & W., the W. & Lake Erie, and the Ohio River railroads. They can produce more sheet steel than any plant in the United States, the productive capacity being 80,000 tons a year. Mr. Schroeder, who was sales agent in this city for the old Standard Iron Company for eight years, is a native New Yorker. He is a man of energy and thorough experience, and is well known in the trade. He sells to dealers and big consumers in New York, Brooklyn, Jersey City and vicinity, and does a large business. He is prepared to supply anything in the line above mentioned at bottom prices, and can fill orders on short notice.

GATES IRON WORKS, Manufacturers of the Gates Rock and Ore Breakers, New Fine Crushers, Rolls, Card Dry Concentrator, Gates Wet Concentrator and General Mining Machinery, (C. A. Burns, Manager,) No. 136 Liberty Street.—There are many great manufacturing establishments represented in New York, but none of a more representative character than the Gates Iron Works, of Chicago, Ill.



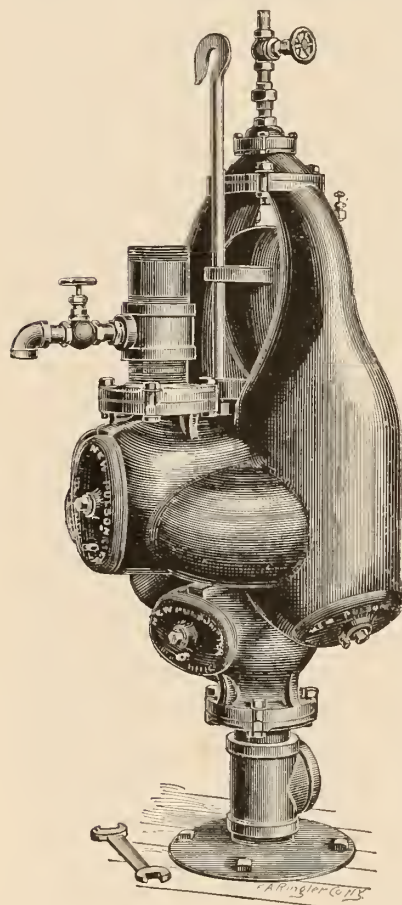
This well-known corporation is prominent in the manufacture of the Gates rock and ore breakers, and elevating, screening and conveying machinery; also, as original designers of rock and ore crushing plants and modern mining machinery. The New York office is under the management of Mr. C. A. Burns, an expert and practical mechanical engineer, who has had charge here since 1890, and supplies the trade throughout New York,

New Jersey, Pennsylvania, Maryland, Virginia and West Virginia, as well as a fine growing export trade. The Gates rock and ore breaker has developed an entirely new principle in breaking stone, and has worked an entire revolution in the United States so that its fame is now rapidly extending to all parts of the civilized world, supplanting all other makes of breakers and being everywhere recognized as unapproached and unapproachable. The Gates rock and ore breaker has increased the capacity for turning out broken stone many fold over any other machine, while reducing the cost so low that it is literally cheaper than dirt. The Gates breaker will crush more pounds of a given rock to a specified size in an hour per horse power than any other machine manufactured. For the economical handling of broken ore there is nothing more practical than the elevators they build. They are made in all lengths, built from special designs, and are simple, durable and economical. Their crushing mill for the rapid reduction of soft ores, phosphate rock, sandstone and other soft or friable substances, is built entirely of iron and has a wide range of usefulness. Its simplicity, cheapness and great capacity have led to its heavy and increasing use in all parts of the globe. Everything pertaining to a railroad ballast plant is furnished complete and many have been built for railroad companies doing ballasting work. The Gates Cornish rolls pulverizer is simple, durable, compact and the best ore granulator for leaching and concentration in the world. In addition to their improved Cornish rolls, these works manufacture high-speed belt-driven rolls, which they offer in competition with the best machines of this kind. They are superior as regards great strength, long life and the highest mechanical construction throughout. Illustrated catalogues mailed free. Manager Burns is a native of Montgomery County, N. Y., formerly with the Madison Manufacturing Company, of Madison, Wis.; the Cummer Engine Company, of Cleveland, O.; and the Hill Clutch Works at Chicago.

HENRY LEVIS & CO., Henry Levis and Walter M. Gorman, Iron and Steel Commission Merchants, No. 1311 Havemeyer Building, Cortlandt and Church Streets.—This firm have their headquarters in Philadelphia, where the business was founded in 1873, by Levis & Kimball, the present firm succeeding in 1882, maintaining offices in New York. The firm is regarded as a leading authority in regard to the most perfect forms of railway equipment, with an intimate knowledge of the requirements of railroads and of the best sources of supply. They long ago established intimate relations with the leading manufacturers of steel rails, and the house has during its active career sold many thousand tons of rails to the great railroad and construction companies of the country, and ever afforded universal satisfaction in regard to the strict fulfillment of every contract. The firm have also made a special feature of the supply of steam and electrical railway equipments of all kinds, and are prepared to promptly fill the largest orders for old or new rails, railroad iron and steel, and general railway supplies, at the lowest market rates. Contracts are likewise taken for the construction and equipment of railways, and the business of the house is large and active throughout the United States, Mexico, and the West Indies. Mr. Levis is president of the Decatur Coal Company, the Silver King Mining and Milling Company of Idaho, and the Morrison Jewell Filtration Company.

JOHN J. GRIFFIN & CO., Gas Meters and Apparatus, No. 52 Dey Street.—The most widely known firm in the United States engaged in the manufacture of gas meters and apparatus is that of John J. Griffin & Co., whose principal office and works are at Nos. 1513, 1515, 1517 and 1519 Race Street, Philadelphia. They have branches also in New York and Chicago, and their productions are in extensive use throughout the country. The business was established some forty-five years ago by Harris, Griffin & Co., who were succeeded in 1889 by John J. Griffin & Co., John Gribbel the then junior partner being now sole proprietor, Mr. Griffin having died in 1892. Their factory is a capacious plant, and is equipped in the most superior manner. The productive facilities are unsurpassed, and as many as three hundred hands are employed by the firm. They manufacture everything in the line above noted, and their gas meters and apparatus are standard productions. These are in use in all cities and important towns of the United States, and are in growing demand. They are neat in design, strong in construction, simple, durable and reliable, and are unexcelled in a single feature by anything of the kind made. The New York office is under the management of Wm. S. Gribbel. The quarters here occupied comprise three commodious floors and a full stock of meters and apparatus is always kept on hand. John J. Griffin & Co. can supply gas companies on the most advantageous terms.

THE PULSOMETER STEAM PUMP COMPANY, No. 120 Liberty Street.—This company was organized in 1872, under the laws of the State of New York, and has become nationally celebrated for the manufacture of the Pulsometer steam pump, the simplest, handiest and most efficient water elevator known. This pump is especially adapted and extensively used by railroads, steamboats and steamships,



paper mills, breweries, tanneries, bleachery and print works, iron, steel and brass works, chemical and gas works, mines and collieries, quarries and brick-yards, cotton and woolen mills, etc., etc.; and by contractors, well-sinkers and others for handling dirty, gritty, muddy and sandy water, draining foundations, coffer dams, excavations, sewage work, etc., and for irrigation, dry docks, abattoirs, sewage plants, hydraulic mining, and for all kinds of manufacturing purposes. It has always been far in the lead in public favor, as is evidenced by the thousands in use in nearly every industry throughout this country and Europe, the large number in use in various departments of the United States government: its employment by the navies of England, Russia, Germany, France, Italy and Sweden; and by the various government railroads in Europe, and embraces those valuable qualities that constitute the true value of a pump, that is, reliability, durability, efficiency and economy. Every pump built and sold by this company is warranted to perform the duty for which it is sold. Prices are at bed-rock, and, quality considered, are the cheapest quoted by any pump works in the land. The range of manufacture embraces pumps from ten

devoid of a spark of originality or of real merit, and it still stands and is likely long to stand without a worthy rival. Inasmuch as history repeats itself, all these new-fangled up-starts and so-called improvements on the real Pulsometer are heard of so long as the capital back of them lasts, and then, as in the case of all mushroom growths, they disappear and are lost to the world as suddenly as they were brought into it, for they cannot stand on their own laurels. Illustrated catalogues are mailed on application, and agencies are established in every state in the Union. The officers of this company are A. H. W. Johnson, president and treasurer; J. F. Johnson, secretary. Possessed of sterling enterprise and maintaining their products in the van of the market, these gentlemen are reaping their reward in a renewed season of prosperity.

WILLIAM C. COFFIN, M.E., Representing Riter & Conley, Iron and Steel Construction, Taylor Building, Nos. 39-41 Cortlandt Street.—Mr. Coffin is an expert in iron and steel construction and is an able, all-round mechanical engineer. He was formerly employed in the exercise of his art by Riter & Conley, at Pittsburgh, having been associated with them for ten years. He came to New York as their Eastern manager in May, 1894, and has been very successful in this capacity. Riter & Conley are manufacturers, contractors and engineers, and are engaged in iron and steel construction in every form. They have extensive and well-equipped works at Pittsburgh and Allegheny, Pa., and their facilities are unsurpassed. They give special attention to export work, which is fitted up in the shops, marked for re-assembling, and carefully shipped; while drawings are furnished for erection, showing method of marking. They manufacture oil-tanks, stills, agitators, boilers, digesters, gas-holders, stand pipes, riveted pipe, caissons, etc., and also girders, roofs, buildings, heavy hydraulic flanging, complete oil refineries, blast furnaces, steel works, etc. The concern, which has been established since 1860, is a leading and well-known one, and the annual capacity of the works is 15,000 tons. William C. Coffin, representing Riter & Conley, is prepared to furnish estimates and specifications on short notice, and all work undertaken by him will be executed in the most expeditious and thorough manner. Contractors are supplied, and all orders are promptly attended to. The firm have lately furnished the steel caissons which were sunk seventy feet into the ground, until they reached rock-bottom, in the foundations of the American Surety Company's Building, this city, and have a contract for a stack 11 feet in diameter and 200 feet in height for the Consolidated Traction Company, Newark, N. J. They have just completed the contract for the coal-pocket of the Weehawken Wharf Company, at 38th Street and 11th Avenue, New York, 5000 tons capacity, and costing \$40,000; and they supplied steam piping and put in two sets of smoke flues—the largest in the country—in the Brooklyn City Railway Company's power-station.

to 2,500 gallons capacity per minute, so that the needs of all classes of purchasers are readily met. As an evidence of its usefulness, the Pulsometer has always been and is constantly being assailed by new competitors,

THE JEFFREY MANUFACTURING COMPANY, Chain Belting, Elevating and Conveying Machinery, (F. C. Ayers, Manager,) No. 163 Washington Street.—This company, whose main office and works are in Columbus, Ohio, enjoy a world-wide fame as engineers, founders and machinists; and as manufacturers of the Jeffrey patented coal mining machines; drills, motor cars, chain belting, elevating and conveying machinery. They are the largest manufacturers of electric and pneumatic power machines in this line in the country, and also have the largest line of chain belting. The Jeffrey steel cable conveyors combine the following points of merit: simple in construction, strength unequalled, works successfully in long distances, can be driven from the receiving end, and is the lightest conveyor in proportion to strength made. Other specialties include the Jeffrey electric coal mining machines, the Jeffrey improved air power coal mining machines, Jeffrey electric rotary coal drills, Jeffrey hand coal and slate drills for heavy work, the Jeffrey electric motor car, the Jeffrey triplex electric pump, Jeffrey ventilating fans for coal mines, Jeffrey improved coal tippie, Jeffrey ore elevator, Jeffrey double chain conveyor, revolving screens, special wrought iron chain elevators, welded steel link chains, steel roller chains, engines, boilers, etc. The best of material only is employed, and every part is fashioned and put together with the greatest accuracy and care. Mining properties are examined, estimates made and machines furnished subject to sale after having worked on basis of estimate. Illustrated catalogues and all information mailed free on application. Mr. Fred C. Ayers, the manager of the New York office, has been connected with the machinery trade for a period of sixteen years, being with J. F. Rogers & Co., of this city twelve years; and brings to bear special qualifications for success in meeting every requirement of a large and critical trade.

JOHNS CLAFFY'S SONS, Manufacturers and Dealers in Contractors' and Railroad Supplies, No. 48 Dey Street.—This is one of the largest houses in its line in New York. The business was established in 1866 by John Claffy, who conducted the same up to 1891, when he retired. Then his sons (J. F. and J. E.) assumed control, and the present firm-name was adopted. The Messrs. Claffy are natives of this city, and were raised in the business. They are manufacturers and dealers in contractors' and railroad supplies, and are sole manufacturers of Kelly's patent derrick foot blocks, guy and cable stretchers. John Claffy's Sons occupy the entire 25 x 100-foot five-story building as above, and the various departments of their establishment are commodious and well ordered. They carry an extensive and varied stock, which includes wagon and cart harness, contractors' tents and general equipment, picks, shovels, crowbars, rock-drills, hoisting apparatus and kindred implements, railroad tools, Kelly's patent derrick foot blocks, guy and cable stretchers, and a multifarious assortment of contractors' and railroad supplies. This

firm can furnish anything in the line indicated at lowest prices, and all orders receive prompt and personal attention.

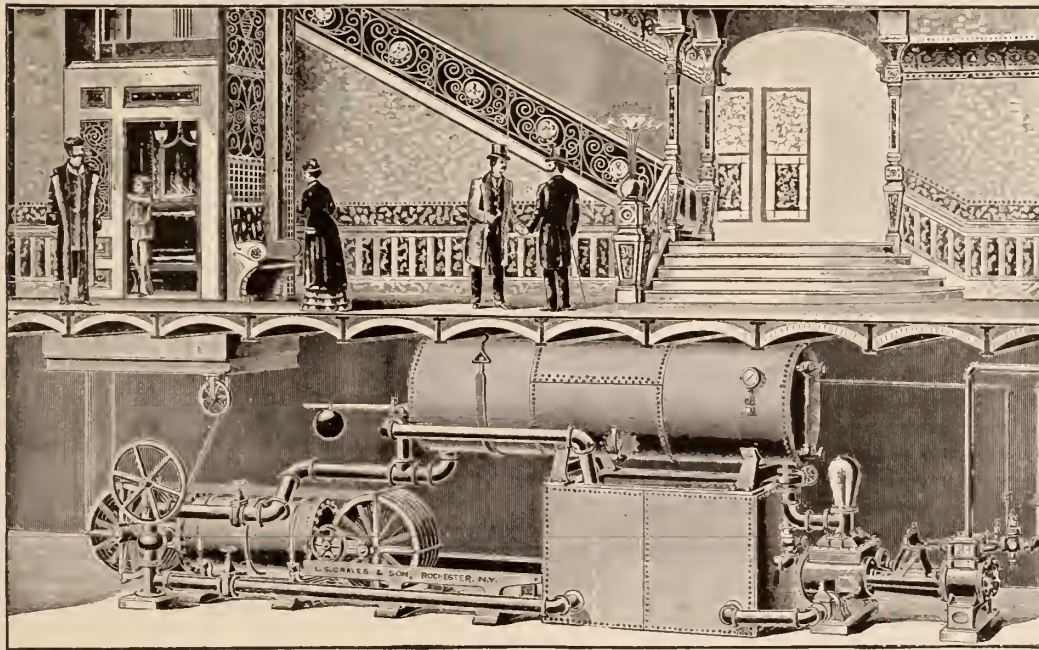
SCHAEFFER & BUDENBERG, Engineers and Manufacturers of Pressure and Vacuum Gauges of Every Description, Injectors and Ejectors, and Steam Engine and Boiler Appliances in General, No. 66 John Street.—One of those reputable and reliable houses that have added so materially to the influence of the metropolis as a source of supply is that of Messrs. Schaeffer & Budenberg, engineers and manufacturers of pressure and vacuum gauges of every description, injectors and ejectors, and steam engine and boiler appliances in general, with works in Brooklyn, N. Y. The foundation of this business was laid in 1850, in Germany, and in 1888 the factory in Brooklyn was erected, which contains 33,000 square feet of floor space, splendidly equipped with improved machinery and ample steam power, and employment is given therein to some 300 skilled hands. There is the largest manufactory of the kind in the United States, and the business extends to all parts of the United States, Canada, South America and Mexico. The proprietors have recently added a number of new articles to their general line, of which calorimeters, recording tachometers, Thompson steam engine indicators, steam syrens, etc., deserve special mention. Their Bourdon gauges are largely used on locomotives, portable and traction engines, steam fire engines, steamboats, etc., and give the best of satisfaction everywhere. They are heavily geared, durable and very sensitive, and are provided with the latest improvements. Their standard test gauges are made with the greatest care and graduated by an open mercury column. The springs and movements used are finely adjusted and highly finished, and for accuracy and elegance they have no superior. Their pressure gauges for pneumatic tires of bicycles, pressure gauges for natural gas, hydraulic gauges, ammonia gauges, "Columbia" pressure recording gauge, "Metropolitan" pressure recording gauge, and kindred specialties, exceed all other instruments heretofore placed on the market in utility and value. Their gauges are used by the United States Government, and received the highest awards at the World's Columbian Exposition. A complete stock of samples is carried in this city, while all orders are filled direct from the factory at short notice. A handsomely illustrated catalogue is mailed on application. Mr. L. Portong, who has been at the head of the business in this country since 1860, is a native of Germany, and recognized as the leading authority in this branch of industry in America. He is a resident of Brooklyn, a member of the Manufacturers' Association of Brooklyn and various other local organizations, and stands deservedly high in social and business life. His son, Mr. W. H. Portong, is manager of the New York office, and another son, Mr. A. L. Portong, has charge of a branch office in Chicago. All are experts in the business and devoted to the interests of the house.

JAMES CONITY, Manufacturer of Fine Plumbing Specialties, Brass Goods, Brass Basin Traps and Basin Legs, Etc., No. 256 Pearl Street.—As plumbing has been brought to a high point of scientific perfection the demands for a superior class of materials has been developed. A New York house that has won an enviable reputation in the production of fine plumbing specialties is that of Mr. James Conity. This gentleman was born in New York, has always resided here, and has been established in business the past quarter century, during which period he has developed a trade connection all throughout the United States, owing to the superiority of his goods. The premises occupied by him comprise four floors, each 25 x 75 feet in dimensions, and fully equipped in the most convenient manner throughout. Some thirty hands are employed, and a general line of fine plumbing specialties in brass goods, brass basin traps and basin legs, etc. are manufactured while a specialty is made of brass pipe bending, and jobbing is also given prompt attention. A large stock is carried of rough and finished brass pipe fittings, and reducing pipe fittings in great variety. Plumbers and dealers in goods in this line will find this a first-class place from which to draw their supplies, as all orders are met upon the most liberal basis. Mr. Conity is an expert in this line, having been engaged therein for the past twenty-five years, and was one of the first to use nickel-plated work in plumbing materials. He was for twenty years with the Meyer-Sniffin Company, (Limited), of which he was president, and served also as superintendent of their factory. No man in the city understands all the intricacies and details of the calling more thoroughly than he, and his services have been called into requisition in many important buildings, among which were the Metropolitan Club, Produce Exchange, Havemeyer building, Metropolitan and Continental Life Insurance Companies' buildings, Mr. Alexander's residence, New York Power house, and many others.

THE F. J. P. TOMMINS COMPANY, Manufacturers' Export Agents; Table Cutlery, Butchers' and Hunters' Knives, Etc., Hardware and other Specialties, No. 11 Murray Street.—This house is one of the most successful in its line in New York. It was established about ten years ago by Mr. F. J. P. Tommings, and the present firm-name was adopted in May, 1894. Messrs. M. F. Tommings and Francis J. Krug, doing business as The F. J. P. Tommings Company, are manufacturers' export agents for and dealers in table cutlery, butchers' and hunters' knives, etc. They also handle silver-plated ware, shears and scissors, firearms, hardware and other specialties, and do a large business. They represent the Krug Cutlery Company, table cutlery, etc.; J. Wiss & Sons, shears and scissors; Holmes & Edwards Silver Company, silver-plated ware; Marlin Arms Company, magazine rifles and revolvers; Schoverling, Daly & Gales, fire-

arms and ammunition; Interchangeable Tool Company, nippers, plyers, etc.; J. R. Schuyler & Co., rat-traps; The Sam'l C. Tatum Company, copying presses, etc.; the Canfield Rubber Company, dress shields, etc.; Union Lock Company, padlocks, and the Autophone Company, "Gem" and "Concert" organs. They sell to dealers throughout the country, and export largely to Central and South America. They carry a full stock, and make a specialty of cutlery for export. They can supply the home and export trade on the most advantageous terms, and all orders are promptly filled.

A. J. CORCORAN, Patentee and Manufacturer, The Corcoran Windmill, Corbin Building, Broadway and John Street.—The properly constructed windmill is the cheapest motor in existence. Its only current expense is oil, and a quart of oil is all that is required for its proper working for three or four weeks. The Andrew J. Corcoran new and improved high-speed windmill, the invention and production of Mr. Andrew J. Corcoran, is fifty per cent. stronger than any other windmill, and the only mill the parts of which are made to standard gauge and absolutely interchangeable. It is fitted with self-acting governing appliances, so that the rate of revolution is uniform, irrespective of variation in the force of the wind, and it runs to full capacity on an average eight hours per day during the whole year. It is the only mill having the scientifically graduated blades, the only mill whose wood-work is subjected to a process preventing decay, and which withstood the storms of 1893; and there are now more than 500 of these mills erected in the vicinity of New York, besides being in operation in nearly every part of the globe. They are supplying water to the country seats and grand estates of old England; to the manufacturing establishments throughout France; to the farms of Australia; to the dry lands for irrigation purposes in many parts of India, Asia and Africa; and are found lending the impetus to all manner of industries in Brazil, Japan, Italy, New Zealand, Buenos Ayres, Canada, China, Mexico, Russia, Cuba and the little islands scattered over the ocean. Their field is the world. Mr. Corcoran manufactures fourteen sizes of windmills, also twenty-one different kinds of pumps, one hundred sizes of wooden tanks, and a large assortment of tank fittings requisite for making a complete outfit. As a guide to the selection of windmills for domestic, farming, railroad, manufacturing and other purposes, Mr. Corcoran has issued a magnificently illustrated and descriptive catalogue, which is mailed on application. Mr. Corcoran is a native of the city of Dublin, who began business about thirty years ago as a machinist at Marcellus, N. Y. He soon after came to the metropolis, and in 1887 built his present works in Jersey City, where he gives steady employment to one hundred skilled hands, and manufactures more styles and kinds of windmills than any of his contemporaries.



THE GRAVES ELEVATOR COMPANY, Nos. 92 and 94 Liberty Street.—The use of elevators has become so universal that the best inventive talent and mechanical skill have been utilized in their production, and yet among the multitude of manufacturers it is well to pause and endeavor to weigh the comparative merits of the various styles and select upon a critical basis of merit. Some of the concerns engaged in this branch of manufacture, whose advertisements are sown broadcast, have been unable to maintain the market their ambitions would fill. Others there are that have achieved a solid reputation for the superiority of their elevators, and fully live up to it, and prominent among the number stands the Graves Elevator Company. This company are widely famous for the manufacture of the Graves patent passenger and freight elevators, including hydraulic, electric, steel screw and patent spur geared freight elevators, capacity unlimited. The works of the company are in Rochester, N. Y., where the business was started in 1875, and since 1890 the capacity for production has been doubled to supply the increasing demands of the trade. Founded upon a sub-

stantial basis of skill, energy and integrity, the business has had a remarkable growth, and is one of the best illustrations of industrial progress in the state. The managers are close students of the progress made in electric and mechanical science, and have included in their elevators every improvement that in any way conduces to safety, economy and strength. The best of material only is employed, and every part is fashioned and put together with the greatest accuracy and care. Every elevator is severely tested before shipment, and is guaranteed to give satisfaction. Among prominent users in this city may be named the Downing building, Nos. 106 and 108 Fulton Street; St. Nicholas Hotel, Hotel Beresford, Hotel Endicott, The Brockholst, The Evelyn, The Hotel Winthrop, the Banks Building, The Abbey and the Standard Theatres and, in fact, in every class of building; St. Joseph's Hospital, Consumers' Brewery, Bartholomay Brewing Company, Everard's Brewery, Boynton Furnace Company, De Graff & Taylor, Bloomingdale Bros., Hazelton Piano Company, Haines Brothers, Fischer Piano Company, and hundreds of others too numerous to mention here. Catalogues are mailed on application.

The New York office supplies the trade in the states of New York, New Jersey and Connecticut.

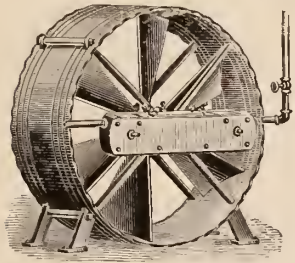
WILLIAM H. KAY, Wrought Iron Pipe, Steam, Gas Fitters' and Plumbers' Supplies, No. 42 Dey Street.—Although only a few years established, this gentleman has built up a large business, and his trade extends throughout the United States. He occupies commodious quarters, and has ample and excellent facilities. Wm. H. Kay is a man of skill and thorough experience in his line, and was formerly with Wm. Edgar Bird & Co. for a number of years. He started in business for himself here in 1890, and has been very prosperous from the first. He is a manufacturer and dealer in wrought iron pipe of all kinds, steam, gas fitters' and plumbers' supplies, and carries full lines. Pipe-enting is done to specification by him, on short notice, and satisfaction is assured. Mr. Kay keeps on hand always a large stock of wrought iron pipe, in all sizes and for all purposes, steam, gas and water pipe, fittings, etc., and can supply anything in his line on most favorable terms.

FRASER & CHALMERS, Young & Park, Managers, Engines, Boilers, Mining Machinery. No. 2 Wall Street.—The eminent house of Fraser & Chalmers, of Chicago and London, has been in successful operation at Chicago for many years, and works were also established at Erith on the Thames, England, in 1892. Their works are the largest of the kind in the world, and they manufacture nine-tenths of all the mining machinery used. This firm's branch office in New York is under the management of Messrs. Young & Park, and they also have branch offices at Denver, Col.; Salt Lake City, Utah; Spokane, Wash.; Helena, Mont.; City of Mexico; Johannesburg, South Africa; and Tokio, Japan. This house has furnished the machinery for mining and milling plants and reduction and smelting works in every mining state and territory in the United States, as well as in Canada, Nova Scotia, British Columbia, Mexico, Central and South America, India, the Philippine Islands, China, Japan, Australia, Norway, Hungary, Spain, Portugal, Russia and South Africa. Their leading specialties include standard horizontal Corliss engines, slide valve engines, portable and semi-portable engines, and engines and boilers for prospectors and contractors; steel boilers of all standard types, and boilers of special construction; steam power plants, embodying the latest improved elements of construction and details, such as heaters and purifiers, surface and jet condensers, feed and tank pumps; hoisting engines for mines, quarries, etc.; mine shaft equipment, such as winches, windlasses, whims, indicators, hooks, buckets, safety cages and appliances; platform elevators for public buildings, mines, quarries and smelting works; conveying machinery, such as tramways, cars, skips and buckets, and conveyors for carrying and depositing all classes of material; cable and electric railway machinery, blowing engines, gears, pulleys and shafting; rock drills and air compressors, power blowers for blast furnaces and smelting works, mine ventilators, diamond core drills, pumping machinery, water wheels, pipe and pipe fittings, and electrical apparatus, such as improved generators, dynamos and equipment for electric lighting and power, and for the deposition of copper and other metals by electrolysis; the Bridgman sampling machine, and complete gold mills and works, and works for the reduction of silver; designs and machinery for metallurgical purposes and for the treatment of gold, silver, tin, copper, lead and nickel ores; assay outfits and furnaces; the Comet rock crusher, and every description of machinery for the crushing, pulverizing and reduction of all classes of ores; improved stamp mills, the Huntington centrifugal mill, and the Blake and Dodge crushers; the Frue Vanning machine, Embrey concentrators, reverberatory and rotary furnaces, leaching mills, pan amalgamators, gas producers, cupelling furnaces, retorts, etc., etc. Among the many manufactures of Fraser & Chalmers that is of particular interest to engineers who desire to be up to date and to endeavor to be *au fait* with all the latest improvements in engineering, is the special form of air compressor and pumping engine manufactured by

them under the patents of Professor Reidler of Berlin, who is probably the foremost man among the many eminent engineers of the world to-day in pneumatics and hydraulics. By the use of the Professor Reidler valve motion on air compressors and water pumps, which patents have been improved and perfected by Fraser & Chalmers, it is possible to get an economic duty in the consumption of fuel never heretofore attained. Fraser & Chalmers publish a library of some fifty catalogues and circulars, which every engineer should possess. While some of these relate to the machinery manufactured by Fraser & Chalmers, others do not refer to specified machinery at all, but are treatises, essays and discussions upon different methods and processes of economical manufacture, and upon the treatment and reduction of ores. The managers in this city are specially fitted by experience and ability for their important work. Mr. Edward L. Young is an expert mining engineer, who graduated from the School of Mines, Columbia College, in 1882, and was with the Little Annie Mining Company, in Colorado, previous to coming here as manager for Fraser & Chalmers in 1889, and is a member of the American Institute of Mining Engineers, the Engineers' Club, the Geographical Society of America, and other local organizations. Mr. Walter E. Park has had an experience of fifteen years in machine-shops, notably with the Pneumatic Tool Company and the Knowles Steam Pump Works; and is a graduate of Chumcey Hall, Boston; a member of the American Institute of Mining Engineers, the Engineers' Club, and the Union League Club of Brooklyn, and a mining engineer of tried ability and established reputation.

P. H. SMITH & CO., Steam, Hand and Hydraulic Elevators. No. 166 Duane Street.—Though not yet one year established, P. H. Smith, & Co., manufacturers of steam, hand and hydraulic elevators, have gained a large patronage. They started in business at No. 34 West Broadway, and soon after found it necessary to obtain more spacious quarters, to meet the requirements of their trade. They have a commodious and well-equipped shop here, with ample and excellent facilities and employ a number of skilled workmen. P. H. Smith & Co. turn out first-class work, and can execute orders for anything in their line on short notice. They put elevators in the Hotel Savoy and in various business buildings. Estimates are given on steam, hand and hydraulic elevators of every description, and satisfaction is guaranteed, and they are making a specialty of electrical connections to elevators. Repairing of all kinds is promptly attended to, and elevators are carefully and thoroughly inspected at very reasonable rates. Mr. Smith, the head of this firm, was born in Cleveland, Ohio, and has been in New York for a number of years. He is a man of practical skill and thorough experience in the business, and was formerly with the Crane Elevator Company.

L. J. WING & COMPANY, Selling Agents for Union Gas Marine Engines, and Contractors for Launches, Yachts, Isolated Electric Light and Power Plants, Stationary Gas Engines and Electric Motors, and Manufacturers of Wing's Disc Fans, No. 109 Liberty Street.—This well-known firm has been established fifteen years, and does



a large and constantly increasing business. It occupies spacious and well-equipped premises and keeps a full supply of the various goods it furnishes. These embrace steam engines, gas engines, dynamos, electric motors, water motors, boilers and other articles for electrical purposes. In using their marine engines for launches or tenders, or for auxiliary power for yachts or business boats, no engineer or fireman is required, nor are there any lamps, fire or flame, heat, smoke, ashes or dirt, or disagreeable odors or noises.

The engines are simple, so that anyone can learn to run them in a few minutes. They are durable, reliable, economical, compact, clean, and always ready, and can be started in a few seconds. They can reverse, start, stop or slow down at will without stopping the engine, thus insuring perfect safety. The consumption of gasoline for making gas is one-sixth of a gallon per horse-power hour, or about six cents per hour, at present prices of gasoline, for a thirty-foot launch with a six horse-power Union engine. This is much cheaper than naphtha or steam launches, while rendering accidents impossible, such as fires, explosions, etc. The batteries for ignition spark will last a long time, so that the cost of them is not an item worth counting. Different styles of hulls or business boats will be furnished on application, as well as extras, such as awnings, cushions, anchors, flags, boat-hooks, chocks, cleats, etc., at low prices and of the best quality. Yachts or boats having these engines will not be subject to calms or delays, can pass through rivers or canals and are a great factor for safety in case of storms or bad blows. With a small additional cost the engine can be used for running a small dynamo when at anchor or under sail, thus having a beautiful electric light, cheaper and much safer than the usual lamplight. A search-light can also be used if desired. This firm has already made a grand success in the application of these engines for auxiliary power on all sizes of yachts. Wing's disc fan or exhauster has been on the market for years, and has met with great success. It possesses many advantages over other exhaust fans. It moves more air than any other fan made for heating, ventilation, drying, etc.: the blades are adjustable and may be set to suit the conditions under which the fan is to operate, so that each fan is available for efficient use under widely varying conditions, or the current of air can be reduced, increased, or turned without changing fan, pipe or belt. Very little power is required

to run it, and the fan, being inside of a framework and the arms made of the best wrought iron, there is no danger of accident. A small steam engine or an electric motor combination is built as a part of the fan and requires the minimum power for driving. These fans are very convenient and cheap for night drying in factories, or for heating buildings, ventilating, cooling, etc. The isolated electric light plants, using gas or gasoline engines furnished by this firm, are of the highest excellence, and give universal satisfaction. The objection to gas or gasoline engines for electric lighting heretofore has been the irregular voltage or flicker in the lights caused by the jerky or uneven speed given by the engine. After a long practice and many tests Messrs. Wing & Co. have succeeded in making a device that effectually removes the flicker in the lights, and gives a true, steady, brilliant light with any good gas or gasoline engine. This firm has recently put in quite a number of electric plants. Mr. L. J. Wing is a practical mechanical engineer, and is a resident of New York. Ventilating work is a specialty of this establishment. Messrs. Wing & Co. have been in business for many years, and refer with pride to thousands of valued customers.

HEWITT BOICE, Wholesale Dealer in North River and Pennsylvania Blue Stone, Room No. 60, No. 280 Broadway.—A well-known, reliable and prominent dealer in blue stone is Mr. Hewitt Boice, wholesale dealer in North River and Pennsylvania blue stone, the quality of whose productions have given them great popularity among our best building and street paving contractors. This business was founded by the present proprietor in 1875, and by strictly adhering to straight-forward business methods and furnishing only first-class material the trade has grown to its present formidable dimensions. The mills and yards are located at Rondout, Brodhead's Bridge and Kingston, N. Y., with general office at the latter address. The operating plants are fully equipped with the latest improved machinery, and steady employment is furnished to a force of from 200 to 300 skilled and unskilled workmen. The trade extends throughout the whole United States, and among his many patrons will be found a number of our most distinguished architects and builders. Having ample steam power and all other facilities, Mr. Boice is prepared to execute all orders at the very shortest notice, while he carries at all times a full stock of flagging and curbing stone and is enabled to quote lowest figures. The quality of the material furnished by this concern is too well known to require any comment here. Contracts of any magnitude are entered into and promptly executed, and a specialty is made of getting out dimension stone. In addition to this line of business Mr. Boice is also president of the Solar Arc Lamp Company, with office at above address, and factory and show room at Nos. 351 and 353 Jay Street, Brooklyn. This lamp is without an equal in the market and is rapidly superseding all others. Mr. Boice is a native of this state and of superior business qualifications.

VOSE & CLIFF MANUFACTURING COMPANY, Manufacturers of "King's Yielding Side Bearing," for Freight and Passenger Cars and Locomotive Tenders, No. 108 Taylor Building, No. 39 Cortlandt Street.—The many manufacturers of specialties represented in the metropolis include no more enterprising and thoroughly successful house than that of the Vose & Cliff Manufacturing Company. This company are widely and deservedly noted for the manufacture of "King's yielding side bearing," for freight and passenger cars and locomotive tenders. The business was founded in 1880, by Messrs. Vose & Cliff, and eventually the present company was incorporated, under the laws of New York. Edward Cliff is president; Jno. C. N. Guibert, secretary and treasurer. The works of the company are located at Oswego, N. Y., from whence the goods are shipped to all parts of the country. King's yielding side bearing makes a car ride more steadily, because the shock or jar, due to the bottom side bearing coming suddenly in contact with the top side bearing, from whatever cause, is entirely dispelled by the yielding nature of King's bearing. It also prevents undue flange wear of the wheels, by holding the car body in equilibrium so that the truck is freer to rotate on its pivotal bearing, and the oscillatory motion of the car body is arrested before the maximum weight is thrown on the side bearings. Over 20,000 of these yielding side bearings are in operation on railroads in this country, including the Boston & Albany, N. Y. Central & Hudson River, Baltimore & Ohio, Delaware, Laekawanna & Western, Delaware & Hudson Canal, West Shore, Illinois Central, Lake Shore & Michigan Southern, the New York, Susquehanna & Western, the New York, Ontario & Western, the Adirondack and others. They are fast becoming adopted as a standard in connection with all railroad car equipment. This company also make the Cliff "Ram's Horn" wagon bolster spring and the Cliff seat spring, which are specially adapted to farm, lumber and other wagons of this character. They are meeting with great success in this line, as there are no better springs for the purpose extant.

WILLIAM HALPIN, Sole Manufacturer of the "Wells Light," Wallwork & Wells Patents, Nos. 44 and 46 Washington Street.—One of the wonders of this wonderfully progressive age is the "Wells Light," of which Mr. William Halpin is sole licensee and manufacturer. This light was first introduced to the public in 1889, and over 5,000 are now in use. It is produced by passing kerosene oil through a heated burner, where it is generated into gas; the gas burning in a large, powerful flame which needs no protection and will stand any weather. It is portable and self-contained, simple and strong, safe and reliable, continuous in action, cheap and efficient. It is found to be invaluable for contractors, engineers, iron foundries, boiler-makers, bridge and girder works, pipe and tube works, blast furnaces, rolling mills, forges, mines and collieries, ship yards, dry docks, harbor works, coal wharves, dredgers, piers, and on railroads for track laying and repairs generally;

while on wrecking cars it is indispensable. It gives a clear, white light, casts no shadow, requires no skilled labor, and can be started in a few minutes. It is used and endorsed by the Pennsylvania, the New York, Lake Erie & Western, the Union Pacific, the Southern Pacific, the West Shore, the New York, Providence & Boston, the Lehigh Valley, the Delaware, Laekawanna & Western, the Long Island, the Manhattan, the Michigan Central, the New York, Ontario & Western, the Rome, Watertown & Ogdensburg, the Western New York & Pennsylvania, and many other railroads, and by leading corporations all over the country. Both dealers, agents and consumers are supplied at short notice, and all instructions, particulars and information mailed on application. Mr. Halpin is a native of New York, an experienced and successful manufacturer, and a reliable, responsible business man.

JNO. C. N. GUIBERT, Sole Owner and Manufacturer of the "Swinging Hose Rack," No. 108 Taylor Building, No. 39 Cortlandt Street.—The leading source of supply for hose, hose couplings, nozzles and all other fire appliances in this city is the house of Mr. Jno. C. N. Guibert, whose office is at the above address, with factory in Newark, N. J. Mr. Guibert is especially prominent as sole owner and manufacturer of the "Swinging Hose Rack," patented by him May 13, 1884. This is a neat, ornamental and substantial hose rack, which when out of use is out of the way, being swung back against the wall. When brought into use the hose (being laid in layers) will run off rapidly and regularly, thus gaining time and avoiding any possibility of twists and kinks. The hose can never be pulled off in a heap, which too often occurs by using the old home-made devices. Being a swinging hose rack, the very moment the nozzle is grasped it will swing to the necessary angle required. It saves and protects hose from wear, breaks and leakages. Over 12,000 are now in use in all parts of the United States. The United States Treasury Department has adopted it as a necessary fixture for all government buildings under their supervision. The keeping of hose in layers as shown on the rack is the best possible way, and the greatest evidence in its favor is that some of our largest cities have already abolished the hose reel and use wagons in which the hose is placed as on the rack, for no other reason than the greater facility with which they can handle hose in this condition. Catalogues are mailed on application. Mr. Guibert, the inventor and patentee, is a native of Cincinnati, O., and is secretary and treasurer of the Vose & Cliff Manufacturing Company, and secretary-manager of the Vose Spring Company. He is highly esteemed for his genius as an inventor and his enterprise as a business man. Among the many buildings in New York city equipped with the "Swinging Hose Rack," are the Mutual Reserve Fund Life Association, the Home Life Insurance Company, the Downing Building, and hotels "New Netherlands," "Waldorf," "Gerard, and "Marlboro."

THE ROSS AND FULLER ASSOCIATION, Manufacturers' Agents for Hardware, and Fuller Brothers, Exporters and Importers, and Manufacturers' Agents for Hardware, No. 33 Chambers and No. 9 Reade Streets.—The business of the Ross and Fuller Association was first established in 1874, and removed to its present address in 1886. From its inception the enterprise has prospered and the firm is to-day recognized as one of the most important houses in the business, representing as agents such large manufacturing interests as the Standard Tool Company, Nail City Stamping Company, Lawrence Cordage Works, J. M. King & Co., Holroyd & Co., Malin & Co., wire on spools; Haydenville Manufacturing Co., Wisconsin Refrigerator Co., Collinsville Bell Co., cow bells; Palmer Hardware Manufacturing Co., and Iron City Tool Works. The various lines of goods represented include an assortment too numerous for detail mention herein, and the trade of the house, which is wholesale, extends to all parts of the United States. The individual members of the company are, W. K. Ross, a native of Canada, who is in charge of the Chicago branch of the house and attends to all the business west of that point, and J. A. and W. K. Fuller, who were born in England but have resided in this country most of their lives. Messrs. J. A. and W. K. Fuller, under the firm name of Fuller Bros., also conduct a separate and distinct business as exporters and importers and manufacturers' agents. As such they represent the Excelsior Cutlery Company, makers of pen and pocket knives; Paragon Shear Company and Lenox Shear Company, manufacturers of shears and scissors; the American Curry Comb Company, curry combs; Wm. P. Kellogg, boring machines, and Woods, Sherwood & Co. white lustral and gold plated wire goods. The principal portion or bulk of this firm's trade is export business, and extensive transactions are conducted with South and Central America, Australia, Mexico and Cuba, throughout which countries, as well as the United States, the methods of both houses are regarded with favor by the trade and pronounced reliable in every respect.

JAMES S. HENDERSON, Successor to Disosway & Henderson, Hardware, and Agent for the Tribune Bicycles, No. 165 Greenwich Street.—This business was established by Sears, Adriaance & Platt about forty years ago, and it has been successfully conducted since in the present premises. Messrs. Disosway & Henderson succeeded Grundy, Kemworthy & Co. in 1884, and in 1891 Mr. James S. Henderson became sole proprietor. The establishment occupies five floors and the basement, 50 x 100 feet in dimensions. A large stock of goods in the general line of hardware is kept on hand, and is supplied wholesale and retail to the trade. The best inducements are offered to purchasers, and no means are neglected to afford satisfaction to customers. A full assortment of plumbers', gas and steam fitters' supplies, and mill, factory and engineers' supplies of the highest excellence is also carried, and furnished at bottom

prices to this line of trade. Only reliable and first-class goods are sold; and the reputation of this house in this regard has gained for it a large and active patronage in New York, New Jersey and the Eastern and Southern States. Its volume of business is constantly increasing, and a large force of employees, skilled in every detail of the trade, give prompt attention to all orders. The house is connected by long distance telephone, "Cortlandt 603 a," and all business through this medium is fulfilled with dispatch. Mr. Henderson is also agent for the Tribune bicycles, of which there is a constantly increasing sale. Mr. Henderson was born in Georgia, and resides in Elizabeth, N. J., and has been in business in New York for the past eleven years. He is able, enterprising and progressive in business, eminently satisfactory in his dealings, and deserving of the success he has achieved. He is a Shriner, a K. T., and a member of the Chapter and Blue Lodge, in which he has held the highest positions, and highly popular in social and business circles.

EMPIRE BOILER CLEANING COMPANY, No. 126 Liberty Street.—The system introduced by this company is entirely different from anything heretofore known or used. It consists in the formation, on the internal surface of the boiler, of a protective coating, like an enameling. It has now been tested for some four years, and has in every case proved itself thoroughly efficient for the purposes intended. Its application and method of action are thoroughly simple. By a cock, of lubricator pattern, the process-material is supplied periodically, when steam is up, and in the course of a few months the surfaces below the water level become coated with a preventive of corrosion and incrustation. The enameling produced has numerous valuable properties. It is impenetrable by acids, it protects from corrosive agents found in feed waters, it prevents incrustation and the necessity and cost of removal, it maintains an extreme thinness—similar to an electro deposit—and the heating surfaces are thereby metallically clean and maintained at their highest possible efficiency as heat transmitters; while it is only a surface adhesive coating, and does not injure the material of the boiler with the most prolonged use, and it is applicable to all boilers, new or old. The process justly commands the wide and increasing support of railway, steamship and manufacturing corporations on both continents, and its efficiency is bound to secure universal use as its superlative merits become better known. Dealers are supplied at short notice, and on the most favorable terms, and agents are appointed in all the larger cities. The business of the company is under the management of the following gentlemen, to wit: Andrew A. Bremner, president; David Greenleaf, secretary and treasurer; J. McDougall, manager. Mr. McDougall is an expert and practical engineer, a native of Scotland and a resident of New York for many years; and all the officers stand deservedly high in the business world. The factory of the company is at No. 69 Delevan Street, Brooklyn.

J P. TURNER, Lightning Rods of all Kinds, Nos. 40 and 49 Cortlandt Street.—This is one of the oldest, best-known and most successful houses in this country engaged in the sale of lightning rods. The business was founded forty years ago by J. D. West & Co., who made a specialty of West's patent square copper rods and Otis insulation. Mr. Turner came into the house in 1880, and on the death of Mr. West in 1892, he succeeded to the sole control. The business early attained proportions of great magnitude, and has ever since continued to develop on the basis of the best rods and the most absolute protection from all danger by lightning, at prices which are the lowest for reliable work and permanent durability. No rods ever erected by this house have failed of their office, while they have saved many buildings and probably many lives. The hollow square copper rod sold exclusively by Mr. Turner has all the good qualities of other rods and others peculiar to itself. No other has them entire. It is constructed entirely of one metal. It is perfectly continuous throughout; has no outside coupling to retard, obstruct or to produce disruptive discharge; and has four sharp corners to receive or waste off, in every part, and equalize tension and discharge freely in moist earth; while it is made of heavy metal with more copper than actually needful, and with capacity far above any iron rods. Among references in New York may be named the Union League club house, Commercial Cable Company, St. Leo church, St. Paul's M. E. church, F. C. Havemeyer, New York Juvenile Asylum, Judge Addison Brown, New York Catholic Protectory, F. and M. Schaefer, Cornelius N. Bliss, Rev. J. J. Dougherty, Mt. Morris Electric Light Company, General Theological Seminary, National Park Bank, Manhattan Elevated Railroad Company, among hundreds of others. Mr. Turner is a native of Maryland, a resident of New York for many years, and an expert authority in his line. He gives prompt and skillful attention to high steeple, stack and flag-pole work, and all work such as regilding, painting, slating and repairing. His patronage is large and influential in New York, Pennsylvania, New Jersey and Connecticut, and has been secured by honorable and reliable methods.

J OHN M. LAMBERT, Automatic and Special Machinery, Nos. 60 and 62 Murray Street.—This gentleman has been established in business here since 1890, executing all kinds of light machine work, manufacturing automatic and special machinery to order, and gives particular attention to repairing. He made the automatic weighing machines now to be seen all over the country, and now does a large business in repairs upon the same; while he makes time lock banks, sewing machines, automatic photograph machines, and other specialties of the kind, and does a large amount of contract work for typewriter and sewing machine companies, while he also makes Bettini's micro-phonograph attachment for the Edison phonograph, a most wonderful invention. His practical experience is wide and diversified, and his talents embrace a full knowledge of mechanics and machine construction. His trade has steadily

grown upon the basis of merit, and his operations are bounded only by the confines of the Union. He gives steady employment to thirty-five skilled hands, and his facilities are such that all orders and commissions are given prompt and satisfactory attention and terms and prices are placed upon a sound and equitable basis. Mr. Lambert is a well-known New Yorker, in the early prime of life, and brimful of enterprise, energy and business push, which serve to make his future secure.

C HARLES WENDT, Hardware and Cutlery, Etc., No. 177 Greenwich Street, Between Cortlandt and Dey Streets.—One of the old and honored business houses of the metropolis is that so successfully conducted by Mr. Charles Wendt. This gentleman is best known as a carpenter and builder, in which he has been engaged since 1877, making a specialty of jobbing; while he also deals in lumber and mouldings, hardware and cutlery. The hardware business was founded nearly one hundred years ago, and was bought out by Mr. Wendt in 1882. He carries a fine assortment of builders' and general hardware, table and pocket cutlery, dog collars and muzzles, toilet articles and medicines, chains and leads, Spratt's dog biscuits and other specialties, all of which are sold at retail at the very lowest prices. The stock of lumber and mouldings is kept full and complete, and ice-houses, stores and offices are fitted up in a neat and workmanlike manner at short notice, all kinds of sawing and scrolling being done on the premises. Orders and commissions by telephone, "1432 Cortlandt," receive immediate personal response, and jobbing of all kinds is promptly attended to. Mr. Wendt is a native of Germany, who came to America twenty-five years ago, and is an expert and practical carpenter; a member of many social organizations, and stands deservedly high in the social and business world.

W E. HINDLE & CO., Practical Machinists, No. 43 Centre Street. —When this gentleman set out to learn the machinist's trade he mastered it in every detail, so that when he set up in business for himself in 1889, he was a practical machinist in the broadest sense, and now the name of W. E. Hindle & Co., under which he does business, is well and widely known as a synonym for the best workmanship in every particular. Mr. Hindle makes a specialty of setting up book-binders' and printers' machinery, in which line he is an acknowledged expert, and his services are frequently called for in setting up this class of machinery, not only in New York and vicinity, where he is so well known, but in distant cities to which his reputation has extended. He also does all kinds of repairing, and his shops occupy a floor, 60 x 40 feet in area, thoroughly equipped for doing first-class work, and furnished with steam power. Eight skilled workmen are employed, and Mr. Hindle gives his personal attention to every detail, maintaining that uniform excellence of all workmanship which gave him his success from the start. Mr. Hindle, who is still a young man, was born in Philadelphia, and resides in Brooklyn.

THE EGYPTIAN LACQUER MANUFACTURING COMPANY, Manufacturers of Superior Lacquers for Metal Goods, No. 132 Maiden Lane.—Transparent and colored lacquers for metal goods of a highly polished and burnished nature are now manufactured in this country by one or two large concerns. Ages ago lacquers for brass, bronze, copper, steel, silver, gold and other metals were manufactured by the Egyptians, but among other highly developed arts, the art of manufacturing a lacquer which was entirely impervious to air and water, and which could produce a fine, hard enamel, and make and render a surface even more perfect than it was prior to the application of the lacquer, was an art which in no modern country highly skilled artisans could accomplish. In 1876, THE EGYPTIAN LACQUER MANUFACTURING COMPANY began to introduce different lacquers to the metal trade of this country. Previous to that, at their factory at Stuttgart, in Germany, they had obtained successful results, and between the years 1876 and 1884, by constant application and immense business push and energy, they finally introduced to the metal trade of this country the lacquers which are now known as the "EGYPTIAN LACQUERS." These consist of more than fifty grades, and vary in price from \$1.25 to \$20.00 per gallon. From them are produced the gold colors which appear upon the banquet lamps which you find in so many homes. From them, also, are made the delicate, tinted, jeweled pins, finished in colors such as the dark and light purple of the pansy, used by ladies as breast pins, etc., etc. In a vast competition with the manufacturers of the world, The Egyptian Lacquer Manufacturing Company obtained THE ONLY PRIZES AWARDED BY THE COLUMBIAN EXPOSITION, AT CHICAGO, IN 1893. The large factories of this company are situated on the Rahway River, at Rahway, New Jersey, where the raw materials are brought in their own lighters, taken directly from the ocean steamers which bring them here from Europe. And their offices at No. 132 Maiden Lane, New York city, and their various branches in the large cities of this country and abroad, have become the centres where can be found every thing that is new, adaptable and practicable in this line of manufactures.

THOMAS W. HOUCHIN, Manufacturer of Torches and Tapers for Lighting Gas, Pocket Cook Stoves, Alcohol Stoves and Lamps, and other Patent Specialties, Nos. 67 and 69 Park Place.—Mr. Thos. W. Houchin, the well-known manufacturer, importer and wholesale dealer in popular specialties, is widely known as the manufacturer of Houchin's patent gas and electric lighting torches, non-explosive patent pocket cook stoves, gas heaters and other popular specialties, operating a factory at Morrisania, N. Y. The business was founded in 1850 by Mr. Houchin, who in 1871 organized the Houchin Manufacturing Company, whom he succeeded. His inventions and improvements in stoves, lamps, heaters, torches, tapers, etc., are the outcome of years of scientific and

practical investigation and test. The "Multum In Parvo" and all the other of his pocket cook-stoves are constructed of the best materials, and are models in design and pattern; embracing every improvement, both as to economical consumption, direct application of heat, thorough combustion and absolute safety, (as they are packed with asbestos,) so that with the size most suitable the entire cooking can be done for all sized families, nursery, sick-room, etc. The success of the house is equally great in making alcohol lamps for various purposes; torches and tapers for lighting gas; horse-radish graters and vegetable slicers, almond graters, insect powder guns and bellows, Volunteer and Vesuvius gas heaters, water filters, and candle lighters with extinguishers, for churches, lodges, clubs, etc.; wax lights for the nursery and for illuminating purposes also illuminating glasses for decoration, curling iron heaters and other patent specialties. A handsomely illustrated catalogue and price-list is mailed on application. Mr. Houchin is a native of London, England, a resident of this city for many years, and one of our successful inventors and business men.

W. KORTEN, Manufacturer and Importer of Imported and Domestic Razors, Pocket and Table Cutlery, Carvers, Scissors and Clippers of all Kinds, No. 165 Fulton Street, One Door East of Broadway.—An important branch of the hardware trade is the cutlery business, a branch which was formerly conducted wholly in England, but in which the United States is capable now of competing with the best foreign manufacturers. A large concern engaged in this special field is that of W. Korten, who is a manufacturer, an importer and a dealer in domestic and imported cutlery, including razors, carvers, pocket and table cutlery, scissors, clippers, etc. He also handles revolvers, opera and field glasses, and grinds and repairs knives, razors and scissors. Mr. Korten's factory is located at No. 43 Park Street, and is fully equipped with the machinery and appliances requisite for making, grinding, setting and repairing cutlery of every description. Eight skilled artisans are steadily employed there, and a large amount of work is turned out of the concern, all of which is warranted to be of first-class quality, a specialty of the house being the high grade of its goods and its workmanship. Orders are attended to without delay and receive prompt execution. Mr. Korten's place of business is in the most thickly crowded business locality in the city and the convenience of its situation attracts a very large retail trade to his establishment. He carries an extensive stock there, comprising an assortment of all descriptions of table and pocket cutlery and other kindred goods, and six salesmen are kept busy attending to the requirements of customers. Mr. Korten has been located there for only two years, but he has built up in that time a steady and influential business, mostly retail in character, though in some lines he deals at wholesale. Mr. Korten is a gentleman in the prime of life, a resident of this city, and a pushing, energetic man of business.

SAM'L G. FRENCH, Coal, Room No. 131, Washington Building, No. 1 Broadway.—This is one of the most influential and widely known concerns of its kind in the city, and has always enjoyed the confidence of the public, owing to its honorable methods of dealing with



*Yours Truly
Sam'l G. French*

tives, manufactories, foundries, etc., wherever intense heat is required. Orders are shipped by rail or water in lots to suit, Mr. French's shipping ports being at Hoboken, Weehawken, Perth and South Amboy, Port John-

patrons. The business was originally founded some twenty-five years ago, under the firm style of Chamberlain & French, and for the past sixteen years Mr. Sam'l G. French has been the sole proprietor. During the whole of its career the house has occupied a high, creditable standing among the leading business firms of the city, and as a consequence it to-day controls a vast volume of trade in its particular line of enterprise, and handles at wholesale the choicest grades of anthracite and bituminous coal. The bituminous coals are admirably adapted for use in steamships, locomotives,

son, Port Reading, Elizabethport, etc. In all instances the orders are filled at the lowest ruling market prices, and the trade of the house now extends throughout a large section of the Atlantic and Eastern States, Mr. French having, besides supplying the wants of his ordinary and regular customers, the filling of large contracts with the United States government in supplying the government's forts, buildings and navy yards. All coal purchased from this responsible and well-known house is guaranteed to maintain in every respect the highest standard of excellence; and it holds the first rank as regards the care in its preparation for the market, coming, as it does, from some of the best equipped collieries in America. Mr. French is a native of New York, and a life-long resident of the city, in whose growth and material prosperity he has ever manifested a lively and abiding interest. His experience and influential connections give him superior advantages in the prosecution of his enterprise, and his high character is a sufficient guarantee that all orders will receive prompt and faithful attention.

SAMUEL PUTNEY, Lumber Dealer, Room 43, Drexel Building, No. 29 Wall Street and No. 3 Broad Street.—There is perhaps not one among New York's lumber merchants who is better known than the gentleman whose name heads this sketch. He has been engaged in the line indicated for the past thirty years, in this and other cities, and was formerly a member of the firm of Richardson, James & Putney. He has been in business alone, as at present, since November, 1893, and has been eminently successful. He is wholesale dealer in Georgia pine, cypress, oak, maple, etc., etc., and sells in car lots, and by the cargo. He also handles South Carolina yellow pine, hardwoods, ship timber and ear sills, and ships direct from the mills. He has an extensive trade in New York, New Jersey and the New England States, and also exports quite largely to South America and Europe. Mr. Putney was born in England, but has long been a resident of this city, and is a man of energy and many years' business experience, and maintains an excellent reputation in the trade. He receives from various points in the South, and enjoys distinct advantages in regard to sources of supply. He has facilities for planing, when required, and cypress and oak are cut to order by him, on short notice. Mr. Putney gives close attention to business himself and keeps a big supply of lumber constantly on hand, and is prepared to furnish from stock here at lowest prices, and with promptness and reliability, all orders in Georgia pine, dimension sizes; flooring, ceiling, siding, stepping, etc. He carries cypress and cedar shingles, an assortment of various sizes, and can fill orders for maple flooring and rift flooring, kiln dried, in car lots on the most favorable terms. Mr. Putney handles large quantities of dock, bridge and ship timber, cross ties and ear sills, these being his specialties, and deliveries are made from stock, or direct from the mills South, by steamer or sail. Correspondence is invited and all communications will receive prompt response.

PEALE, PEACOCK & KERR, Incorporated, Miners and Shippers of Coal, No. 1 Broadway.—Prominent among the miners and shippers of coal who are located in New York are Peale, Peacock & Kerr, Incorporated, whose headquarters are as above. This firm own five mines in Clearfield, Cambria and Jefferson Counties, Pa., situated on Beach Creek and the Pennsylvania Railroad, and have sixteen openings from which they are mining the finest of bituminous coal. It is rich in carboniferous elements and is undoubtedly the finest and most economical coal as regards results. A ready sale is enjoyed for all of this coal that can be mined, and heavy shipments are made, via. Richmond, Philadelphia, Port Liberty and Elizabethport, to all points in the Eastern Atlantic, Middle and Southern States. A branch office is operated at No. 411 Walnut Street, Philadelphia, and all orders are filled promptly. The officers of this company are: Messrs. Rembrandt Peale, president; H. W. Peacock, secretary; James Kerr, vice-president; J. W. Peale, sales agent. Mr. Rembrandt Peale is also general manager and treasurer of the Bloomington Mining Company, and president of the Bloomington Company. Mr. Peacock is manager of the Philadelphia office. Mr. Kerr is the clerk of the House of Representatives at Washington.

BLOOMINGTON MINING COMPANY, Miners and Shippers of Coal, Room 9, Washington Building, No. 1 Broadway.—Among the noteworthy concerns contributing to the volume of business in coal may be named the Bloomington Mining Company. They are miners and shippers of "Victor" and "Glen Richey" coals, and their product is noted for its excellence. Their mines are at Philipsburg and at Bloomington, Clearfield County, Pa., and they have a branch office at No. 411 Walnut Street, Philadelphia. The Bloomington Mining Company was organized under the laws of the State of Pennsylvania, and has a capital of \$100,000. Francis I. Gowen is president of the company; Rembrandt Peale, treasurer and general manager; and J. H. Lumley, secretary, all residents of Philadelphia. They own and lease extensive coal lands, and have first-class facilities for production and transportation. They have six properties, with fifteen mines, and ship direct from the mines by rail, and from tide-water ports, and their trade extends throughout the Eastern Atlantic and Southern States.

LEONARD & YOUNGMAN, Wholesale Dealers in Delaware and Hudson Canal Company's Lackawanna Coal, Washington Building, No. 1 Broadway.—Viewed from a commercial standpoint, the importance of the coal interests of this city can scarcely be overestimated. The trade has grown to immense magnitude, and the volume of sales affords evidence of steady and substantial increase. Among the merchants contributing extensively to the sum of commercial activity in the line indicated can be named Leonard & Youngman, whose New York

office is as above. They are sales agents for Delaware and Hudson Canal Company's Lackawanna coal, and have their principal office at No. 36 Beaver Street, Albany, N. Y., with retail offices at Madison Avenue and Church Street and No. 356 State Street, same city. They are general wholesale dealers, and handle all kinds of coal. The firm is an old and well-known one, and does a big business. It is composed of Jacob Leonard, Oscar Leonard and Vreeland H. Youngman, all of Albany. The New York city office was opened seven years ago, and is in charge of H. Vreeland Youngman, son of one of the partners. Leonard & Youngman have been established some forty years. They are the largest coal dealers in Albany, and their trade extends throughout New York State and New England. They have spacious yards on the Hudson River at Albany, and have ample facilities for water shipments at Weehawken, N. J. They sell car lots, or by cargo, and can fill orders on short notice. Retailers and large consumers are supplied by them at lowest prices and inducements are offered on boat-loads. The firm is member of the Albany Coal Exchange, and Mr. Youngman, the elder, is president of that institution.

JOHN C. MARTIN, Martindale Bituminous Coals, Room No. 119, Washington Building, No. 1 Broadway.—In a comparatively short space of time the trade in soft coal has grown from limited extent to proportions of great magnitude in this city. Among the houses contributing most extensively to the sum of commercial activity in this particular line can be named John C. Martin. He is proprietor and shipper of Martindale bituminous coals, and his product is noted for its general excellence. The "Martindale" brand is unsurpassed as a fuel for the generation of steam and heat, is of uniform quality and of a distinctly high grade, as may be observed from the following analysis: Fixed carbon, 77.132; volatile matter, 19.375; ash, 2.920; sulphur, .573,—100,000. In the Second Geological Survey of Pennsylvania, Book II II, Report of Progress, the report says: "It is proper to call special attention to this coal from Bed "B" on Trout Run. The analysis shows that the coal is of the highest character, and cannot be surpassed by any coal in Pennsylvania as a steam coal, or for iron working. In composition it resembles very closely the Cumberland steam coal, and should be fully equal to it for all the purposes for which the latter is used, while the low percentage of sulphur should recommend it for rolling-mill use." Mr. Martin owns nearly five thousand acres of coal lands and operates mines at Portage, Cambria County, Pa., and has first-class facilities for production. Owning his own railroad cars, he can at all times reach the market as favorably as other large shippers. He produces over 300,000 tons a year, and ships from the mines and tide-water ports, Philadelphia, New York and Baltimore. He sells in car loads and by the cargo, and supplies dealers and large consumers throughout New York, New Jersey and New England. He also ships to Mexico, Central and South America and the West Indies.

HENRY C. SCHEEL, Tidewater Sales Agent and Shipper of Standard Bituminous Coals, No. 176 Washington Building, No. 1 Broadway.—The coal shipping interests of New York and vicinity are of the greatest magnitude, and indicate not only the splen-



Yours truly
H. C. Scheel

did facilities afforded for transportation to all parts of the Union, but also that the coal handled here is superior as a perfect and economical fuel for all purposes—gas, steam, household, locomotive and furnace uses. A leading house engaged in this trade is that conducted by Mr. Henry C. Scheel, as tidewater sales agent and shipper of the following standard bituminous coals, to wit: the International Coal Mining Company's Sonman, Moshannon and Cumberland Vein smithing and steam coals, especially adapted for the export trade;

ping ports are South Amboy, Philadelphia and Baltimore; and, as a result his able and honorable methods, ample resources and fine facilities, puts him in front of the procession. He brings to bear every possible qualification, including a thorough knowledge of the wants of dealers and large consumers, and has made himself eminently popular in meeting every demand. He has a fine growing export trade with Cuba and other foreign ports, and is prepared to guarantee the prompt fulfillment of all orders and entire satisfaction in all operations. Mr. Scheel is a native New Yorker, who was formerly in the house of Perkins & Co., of New York, and is a member of the Maritime Exchange and a young man of tried ability and sterling worth, who is to be congratulated upon his success.

A. S. SWORDS & CO., Wholesale Dealers in Coal, Washington Building, Nos. 1 and 3 Broadway, have been prominent in the trade for many years. They are "Erie Line" coal agents and "New England" all rail coal agents, for the sale of Pennsylvania Coal Company's "Pittston" coal, shipping coal from the mines and delivering to destination without breaking bulk. They also ship from Newburgh by water. This business was established twenty years or more ago, by A. S. Swords, and has, for many years, been conducted under the above firm-name. James E. Boyd and Edgar O. Schermerhorn have been connected with the house for the past twenty years, and they, together with Mrs. G. H. Swords, who became the special partner upon the death of Mr. Swords, in 1892, compose the present firm. The active members of the firm are men of experience and character, and maintain an excellent standing in the trade. The house has always had a high reputation for straightforward business dealing, which accounts for its success.

A. F. HILL & CO., Wholesale Dealers in Anthracite and Bituminous Coals, No. 29 Broadway.—Messrs. A. F. Hill & Co. are wholesale dealers in anthracite and bituminous coals, making a leading specialty of steam coal. The business was established in 1885 by Mr. A. F. Hill, and in 1887 Mr. H. L. Crane was admitted to partnership under the present firm-name. They handle largely pea and buckwheat and Clearfield bituminous in cargo lots only, shipping from South Amboy, Perth Amboy, Port Johnson, Elizabethport, Weehawken, Port Liberty and Cornwall, to all points in New York and vicinity. All orders by telephone "2301 Cortlandt," by telegraph or mail, are filled from here in the most expeditious and trustworthy manner, while bottom prices are quoted, and the firm, by reason of its ample resources, exceptional facilities and manifest advantages, are in a position to offer substantial inducements to dealers and large consumers throughout the territory named. Mr. Hill is a Massachusetts man by birth, while Mr. Crane is a native of Montclair, N. J., and both stand deservedly high in commercial and financial circles.

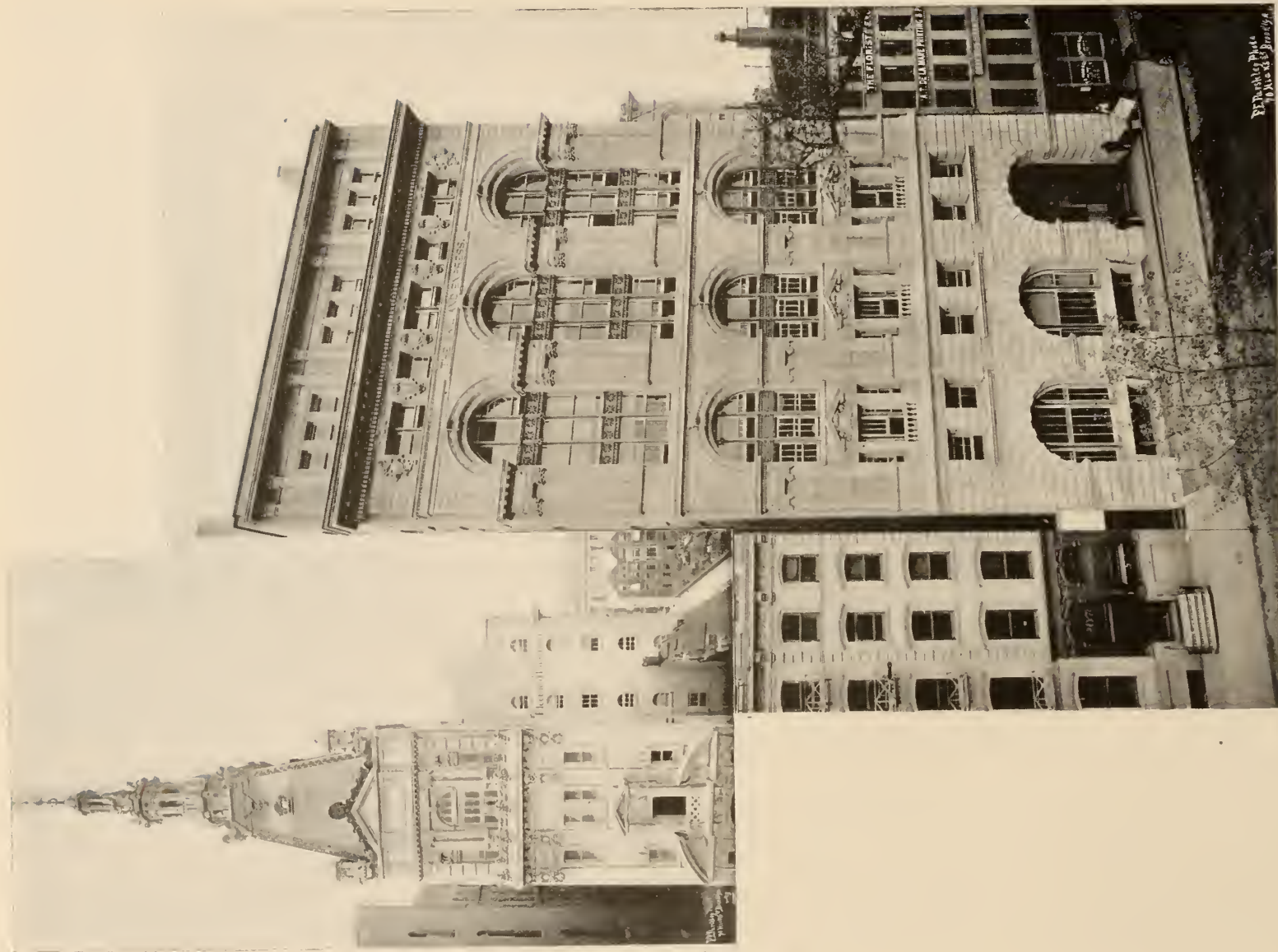
FREDERIC A. POTTS & CO., Shippers and Wholesale Dealers in Coal, No. 143 Liberty Street.—The great centre of the wholesale trade in coal in the Atlantic, Middle and New England States is admittedly New York, and the high character and standing of the prominent houses engaged in it are the best possible proofs of the magnitude and importance of this branch of the nation's commercial interests. In this connection we desire to refer especially in this commercial review of the metropolis to the representative and reliable wholesale coal shipping concern of F. A. Potts & Co. This is an old, well-tried concern with extensive business connections and a reputation for reliability and responsibility second to none in the commercial circles of the country. It may be said to have had its origin in 1854, when the firm of Lewis Audenreid & Co. was organized, of which firm the late George H. Potts was the New York partner, and of which he continued to be a member until 1874, when the firm was dissolved. Mr. Geo. H. Potts soon after taking the presidency of the National Park Bank, and the coal business being continued by his son, Frederic A. Potts, forming the partnership of Frederic A. Potts & Co. in 1882. In 1888 Mr. F. A. Potts died and the firm has since continued under the same firm-name, his family retaining an interest in the business. His brother, Mr. W. R. Potts, is now the senior member of the firm, and the other partners are Messrs. N. J. Gates, George S. Rockwell, Geo. M. Weld, C. R. Oliver and Edward Lawrence. The firm handle by rail and from the shipping ports the best classes of anthracite and bituminous coals and are among the largest of the individual handlers of coal. They are the selling agents for New York, New Jersey and New England States for such well-known companies as the Lehigh Coal and Navigation Company, whose mines are in the vicinity of Mauch Chunk; the Lehigh and Wilkesbarre Coal Company, whose mines are at Wilkesbarre; and the New York, Susquehanna and Western Coal Company's mines in the Scranton region. It will be seen that the firm are connected with the best equipped collieries in the country, whose yield of fuel is of the highest quality, giving permanent satisfaction to all consumers. The firm deal direct with dealers and large consumers, notably manufacturers, etc., and they have shipping facilities at Port Johnson, Elizabethport, South Amboy and Edgewater, while they have the most ample railroad facilities for satisfactorily meeting the wants of customers in any section of the country. Orders are filled promptly at the lowest ruling market prices, and the trade is yearly increasing in volume. The firm have branch offices at No. 116 Church Street, New Haven, Conn.; No. 25 Westminster Street, Providence, R. I.; and No. 26 Exchange Place, Boston, Mass. Each of these offices controls a large and growing trade, and, altogether, the firm ranks among the principal wholesale coal handlers of the country. The members of the firm are thorough New Yorkers, and are thoroughly identified with the best interests of the metropolis, whose commerce they are promoting with zeal and

success. They are energetic business men of experience and ability, of influential connections and high social standing, with whom it is a pleasure to establish commercial relations.

THOMAS N. MORDUE, Miner and Shipper of Genuine Kentucky Cannel Coal, Room No. 23, No. 1 Broadway.—Gas companies and other large consumers of cannel coal long ago discovered that the Kentucky mines produce the richest product in the world. Mr. Mordue's mines are located at White House, Grayson, Pineville and Cloverport, Ky., on the Chesapeake & Ohio, Louisville & Nashville and the Louisville, St. Louis & Texas Railroads. Their aggregated annual output is 150,000 tons. The brands of coal handled are the Chattraoi, Birdseye, Hummewell, Conway, Old Kentucky Boghead, Breckenridge and Pineville Boghead. Mr. Mordue has been in the coal trade for fifteen years. A native of Kentucky, he established himself in Louisville as a miner and shipper of cannel coal in 1882, but removed his headquarters to this city in July, 1894. He now receives the entire output of the mines located as above and ships via Newport News and Norfolk to England, Brazil, Spain and Mexico, in addition to his large trade in this country. By reason of his long connection with the trade he is personally known to most of the coal jobbers of the country and is generally liked for his sterling business and social qualities.

CASTNER & CURRAN, Shippers of Coal, No. 1 Broadway.—Prominent among the big firms contributing to the general commercial activity in their line are Messrs. Castner & Curran. They are shippers of the following coals, Eclipse Lehigh, and are general tide water agents for Poncahontas Coal Company's Poncahontas flat-top semi-bituminous coal. They have offices at No. 328 Chestnut Street, Philadelphia; No. 70 Kilby Street, Boston, and No. 36 Main Street, Norfolk, Va., besides the New York office, their shipping port being Norfolk, Va. They have docks also at 35th Street and North River, this city, and foot of Seventh Street, Hoboken, and their facilities are unsurpassed. This flourishing business was established over a quarter of a century ago by Castner, Stickney & Wellington, who were succeeded in 1879, by Castner & Curran—Messrs. Samuel Castner, Jr., and Henry B. Curran. They ship direct from the mines and from tide-water, and their trade is exceedingly large, the sales for 1893 being over three million tons, all told. The New York office has been for the past eighteen years in charge of H. C. Rogers, who has been with the firm for twenty-five years. He can fill orders for anthracite and semi-bituminous coal by the cargo, on short notice. Dealers and large consumers are supplied on the most advantageous terms, and inducements are offered on extra large lots.

✱ NEW YORK-1894, ✱



MAIL AND EXPRESS BUILDING.

STERLING COAL COMPANY. Proprietors of the Powelton Semi-Bituminous Coals, No. 29 Broadway.—The Pennsylvania colliery interests have attained proportions of enormous magnitude, and, with the well-nigh inexhaustible supply of coal still in the bowels of the earth, aided by the incomparable and almost illimitable transportation facilities which centre at this point and converge to all parts of the United States, the industry may be looked upon as the one next in importance to that of agriculture. Prominent among the miners and shippers of coal in Pennsylvania who have offices in New York should be named the Sterling Coal Company, who occupy eligible office quarters in Columbia Building, at the above address. This company was incorporated in 1888, as successor to Robert Hare Powell & Co., and are proprietors of the Powelton semi-bituminous coals, mined in Cambria and Clearfield Counties, Pa. The company own 14,000 acres of land, and operate fifteen mines having an output of 1,500,000 tons per year. The mines are located on the line of the Pennsylvania Railroad, and shipments are made in car and cargo lots from the mines and from South Amboy, N. J., Canton Piers in Baltimore, and Greenwich Pier, Philadelphia. The coals mined by this company possess many natural characteristics which render them eminently adapted for both steam and domestic purposes. They are rich in bituminous and carboniferous elements, and are undoubtedly the finest and most economical coals, as regards results, on this market. The increasing demand for this coal shows how highly it is appreciated. A ready sale is enjoyed for all of this coal that can be mined, the New York office alone disposing of 750,000 tons per year, making shipments to all points in New York, New Jersey and New England. The largest orders are filled without delay, and terms and prices are invariably satisfactory. The executive officers of this company are as follows, viz: Gen. D. H. Hastings, president; John C. Bradley, vice-president; S. Meredith, secretary; W. H. Metzger, treasurer. These gentlemen are well-known Philadelphians, the president being the present governor of Pennsylvania, and all are prominent and popular in the financial world. The New York office is in charge of Messrs. De Veaux Powell and Robert B. Baker. Mr. Powell was formerly a member of the firm of Robert Hare Powell & Co., and has been engaged in the coal trade for a period of fourteen years. Mr. Baker has been in the coal business for the past ten years, and both bring to bear upon the business special qualifications and abilities.

BACON, JONES & CO., Real Estate, Contractors and Builders, No. 181 Broadway.—The real estate interests of New York are constantly undergoing an enhancement of values, and to-day, more than ever, they offer the safest and most lucrative field for the investment of capital. A prosperous firm engaged as real estate brokers and contractors and builders, is that of Bacon, Jones & Co. This concern was

organized three years ago by the present copartners, Messrs. Byron R. Bacon and Benjamin F. Jones, both of whom brought energy and thorough experience to bear, with the substantial result of acquiring a large, first-class patronage that is steadily increasing in volume. Mr. Bacon is a native of Buffalo, N. Y., and resides at South Orange, N. J. Mr. Jones was born in New York city; his residence is in East Orange. The firm makes a specialty of handling South Orange Heights, Lakewood and Long Island property, as well as city property, and at all times have the most desirable buildings and lots for sale. They are also general contractors for the building of business blocks, dwellings, etc., and possess the best facilities for the prosecution of work in this line.

EMPIRE TYPE-SETTING MACHINE COMPANY, Henry Thrush, Manager, Room 301 Mail and Express Building, No. 203 Broadway. —The greatest success in the manufacture of type-setting machinery has been achieved by the Empire Type-Setting Machine Company, whose productions have acquired a widespread celebrity as the embodiment of inventive genius and the perfection of mechanism. This company was duly incorporated in September, 1893, under the laws of West Virginia, with a capital of \$1,000,000, and with the following officers, viz: William W. Farmer, of New York, president; Henry Thrush, of Brooklyn, vice-president and manager; Felix Salomon, of New York, secretary; and C. A. Fowler, of New York, treasurer. From the start, the Empire type-setting machine has created a great deal of attention among printers and newspaper proprietors. There are three things that can be said of it without fear of contradiction: 1. It is the simplest and easiest to operate. 2. It is the most economical as regards cost of operating; and 3. It is the fastest type-setting machine in the world. These statements are made with all due regard to proper practical and technical considerations. The distributing machine is perfect. It requires so little attention that one boy can attend to two machines at once, and there is no breakage or stoppage. Each machine will handle two bodies of type, to wit: one machine sets and distributes nonpareil and minion, one machine brier and bourgeois, and one machine long primer and small pica. Being a movable type-machine it is adapted alike to newspaper and the finest kind of book work, the character of the composition being as perfect as hand work. All who have witnessed its operations are struck with the inconceivable rapidity and mathematical accuracy resulting from the use of this machine, and it is in influential and increasing demand throughout both the United States and Europe. The main object of the management has been to construct such mechanism as should be durable, rapid and perfect in its operation, and at the minimum of cost; and in this design they have won a brilliant and lasting success, and are heartily to be congratulated thereon.

PENNSYLVANIA COAL COMPANY, Miners and Shippers of Anthracite Coal, No. 1 Broadway.—The amount of anthracite coal consumed in and around this city annually reaches vast magnitude, while immense quantities are shipped from here. Notable among the big concerns contributing to the general commercial activity in the line indicated is the Pennsylvania Coal Company. This is one of the oldest and largest companies in the business in the United States and does a very extensive trade throughout the East and West. It was organized under the laws of the State of Pennsylvania in 1859, and has a capital of \$5,000,000. E. H. Mead, who has been president of the company for the past seventeen years, is also treasurer, and W. E. Street is secretary. They are miners and shippers of anthracite coal, and produce about two million tons a year. They were the first to engage in coal mining operations in the Wyoming Valley, Pa., and from the start have been signally successful. They have twelve mines in all, located at Pittston, Luzerne County, and Dunmore, Lackawanna County. They ship direct from the mines, and from their docks at Weehawken, N. J., and Newburgh, N. Y. The company sells to dealers and large consumers, and can fill orders for car loads or cargoes on short notice.

BARROLL & AZOY, Anthracite and Bituminous Coals, Central Building, No. 143 Liberty Street.—Prominent among the representative houses identified with the coal trade here is that of Messrs. Barroll & Azoy, wholesale shippers of anthracite and bituminous coals. The co-partners are Mr. B. C. Barroll, Jr., and Mr. A. C. M. Azoy. The former is a native of Baltimore, Md., and in 1864 became associated with the wholesale coal interest in that city. In 1872 he became a partner in the concern of Gilmore, Meredith & Co., of Baltimore, with which he remained connected until 1888. He came to New York in 1883 and formed the present partnership with Mr. Azoy in 1893. The latter is a native of New York and was formerly connected with the steam and sailing vessel business for a period of sixteen years. For many years he was with the firms of James L. Pendergrast & Co., of New York; and James E. Ward & Co., of "the New York & Cuba Mail S. S. Company." The business was formerly located in the Washington Building, No. 1 Broadway, and was recently removed to the quarters now occupied. The firm make a specialty of handling bituminous coals from the celebrated Clearfield and George's Creek mines, Cumberland, and the buckwheat and pea sizes of Anthracite coal from the Lackawanna, Schuylkill and Lykens Valley regions. These coals are standards in the market, being rich in the elements of intense combustion and economical in use. The firm has widely extended facilities for the prompt delivery of its coals in car load and cargo lots, possessing several accessible and convenient shipping wharfs at both Philadelphia and in New York harbor. All orders are promptly filled at the

lowest ruling market prices. They have built up an immense trade, not only in New York, New Jersey and the New England States, but also in South America, Mexico and the West Indies, to which countries they make large exports. The concern is a reliable one. All coal purchased from it is guaranteed to maintain the highest standard of excellence, and it holds the front rank as regards care in its preparation for the market. The firm are the local agents for the Export Coal Company of Pensacola, Fla., and their cable address is "Rabrole," Watkins' Code.

W. H. PIPER & CO., "Sonman" White Ash Bituminous Coal, John A. Horton, Selling Agent, No. 29 Broadway.—The amount of soft coal sold in this city annually reaches proportions of vast magnitude. The consumption of the bituminous product in and around New York has grown enormously in recent years; and there is a noticeably increasing demand for superior grades. In which connection, the attention of consumers is directed to the deservedly popular brand, "Sonman," of which W. H. Piper & Co., Philadelphia, are sole miners and shippers. This is a semi-bituminous, white ash coal, and is an article of exceptional excellence. Its introduction into the New York and near-by markets has been attended with distinct and merited success, because of its peculiar properties and superiority as a steam generator. It is confidently recommended as equal in purity and strength to the most favorably known American bituminous coals. The following analyses, viz: Sonman—volatile matter, 18.30; fixed carbon, 78.60; ash, 2.70; sulphur, .40; Pocahontas—volatile matter, 18.83; fixed carbon, 74.06; ash, 5.64; sulphur, .76; Cumberland—volatile matter, 19.10; fixed carbon, 72.70; ash, 7.18; sulphur, trace; which shows that "Sonman" combines the largest amount of fixed carbon with a minimum of ash, establishes beyond dispute by comparison with the make up of other coals, the fact of its superiority as a fuel for steamships, locomotives, factories, smithing and all purposes where high grade coal is essential. "Sonman" coal has shown in a competitive trial 10.929 pounds water evaporated to one pound coal consumed, and stands upon record as second best in this respect under test made of eight different brands of well-known bituminous coal. The best results obtained gave 11.05 water evaporated to one pound coal consumed. W. H. Piper & Co. have their mines in Cambria County, Pa., and own 7,500 acres of coal lands there, with six veins of coal. They operate one mine with three openings, and produce over 300,000 tons a year. They sell in car lots, or by cargo, and ship direct from the mines and tide-water ports. The firm has its New York office at the above address. John A. Horton is selling agent here, and controls the trade in New York, New Jersey and the New England States, doing a big business. He is prepared to execute orders on short notice and can offer inducements on large purchases.

THE PRENTICE and EXCELSIOR BROWNSTONE COMPANIES,
Main Office, Ashland, Wisconsin; Branch Office, No. 44 Broadway.

—These two great quarries were organized under the laws of the State of Wisconsin as follows: The Prentice, October 15, 1883, with a paid up capital of \$1,250,000. The main openings of the Prentice are at Houghton, Bayfield County, Wisconsin. The company owns 578½ acres of land, underlaid with unexcelled Potsdam brownstone. The Excelsior Quarries were organized June 21, 1893, with a paid up capital of \$1,800,000, and have about thirteen hundred acres of the same unexcelled brownstone land. Their main openings are at Wilson Island, Ashland County, Wisconsin, with large docks for shipping at Ashland. It is believed these two companies have secured all the best brownstone lands underlaid with the Potsdam sandstone, which is unexcelled by any other brownstone in this or any other country, for beauty, ease of working, and will not scale off like other brownstones, but grow harder and firmer, and we believe last for all time. As proof of

the same they took the medal at the World's Fair over all other brownstones exhibited, not only from this country, but Europe. We quote the following extracts from Frank Grygla's letter, who was assistant superintendent for the United States public buildings, to Hon. W. J. Edbrooke, supervising architect at Washington, D. C., to-wit: "In another package I mail you a collection of photographs representing all the different parts of the Prentice brownstone quarries, which I have visited on the 4th and 5th of August, 1891. I found there 180 men constantly employed, and eleven steam channeling machines busy, with twelve powerful derricks, enabling

the company to handle with great speed and safety the heaviest blocks of stone quarried on their premises, and the railroad facilities cannot be improved, plenty of side tracks, double tracks, and the yard is so arranged that if necessary from fifty to one hundred cars can be loaded daily, and large facilities for shipping by water. I found there fully three hundred thousand cubic feet of the very best No. 1 stone, ready for shipment, besides more than triple that amount of smaller sized blocks of different qualities and grades. The quarry is capable of delivering on board of cars or boats from five to ten thousand cubic feet every day in the year and

more if the demand should require. The quarries are open over fifty feet in depth. Here in Minneapolis are several magnificent stone buildings put up of the same Lake Superior quarries. One is the Lumber Exchange Building, which was put to a severe test while on fire in the winter of 1891. This building is twelve stories high and the fire burned out all the floors from top to bottom, but the stone structure was left without scaling or checking a particle of the stone work



anywhere. This will speak for itself and should satisfy the most skeptical of its fire-proof qualities that the stone is capable of resisting any weight put upon it. The Excelsior Quarry, somewhat newer, owns some thirteen hundred acres of equally as good brownstone. One beautiful island called Hermit or Wilson, which they own, contains 728 acres, and is virtually composed of the same quality of cherry light brownstone. As the stock of the two companies is largely owned by the same stockholders and under the same management, it will allow the contractors to select from either of the quarries, and is without question in my mind the best

equipped to be entrusted with any contract or supply of stone for the government work of your office. In conclusion I respectfully submit and recommend that of all the quarries I have visited and reported to your office, I can only recommend two for your consideration and acceptance, and these are the Prentice and Excelsior Brownstone Companies, as above located." The above sketch represents only a portion of the Prentice Quarries at Houghton, Wisconsin. As the majority of the stock of both companies is held by the same parties, it is suggested that the two companies be consolidated, and it is more than likely they will do so the coming year. This done, there will be no brownstone company that can equal them in quality or quantity, and they ought to do an immense business.

C. F. WOODWARD & CO., Building Stone, No. 257 Broadway.—Among New York's leading firms in the building stone line there are none more worthy of special mention in this review than C. F. Woodward & Co. They handle the very best class of stone, and do an exceedingly large business. They represent ten quarries in various parts of the country, and have unequalled facilities for supplying anything in their line. They are agents for Indiana limestone, Lake Superior stone, Oxford (N. Y.) bluestone, Portage (N. Y.) bluestone, Elyria (Ohio) stone, Grafton (Ohio) stone, Hummelstown (Pa.) brownstone, Nova Scotia yellow stone, and Runcorn (England) red stone. This firm supplied stone for the Sherman Square Hotel, Manhattan Life Building, which is one of the finest buildings in the city; Temple Bethel, Manhattan Bank Building, Lincoln Building, Berkeley School (West 44th Street), Corbin Building, Franklin Trust Company Building, Colonial Club House (71st Street and Boulevard), and various other structures in this city; also for the Union League Club House, Brooklyn; the Thomas Jefferson Building, and the Germania Club Building, same city. Mr. C. F. Woodward is a man of enterprise and experience, and is one of the best known merchants among the builders. He has been established in business since 1873, and in 1894 took into partnership Mr. C. W. Nisbett, who was for a number of years interested with him in the business and took an active interest in the firm's affairs.

W. WHEELER SMITH, Architect, No. 7 Wall Street.—This gentleman is one of the prominent architects of to-day. He commenced business on his own account thirty years ago and has been identified with the erection of many of the most modern structures of the metropolis, in addition to his previous work. Mr. W. Wheeler Smith is a lover of his art in all its branches. He studied with James Renwick, and also in London, and has a wide and varied experience in his profession. Among the many buildings that give evidence of his skill in this city may be mentioned the College of Physicians and Surgeons, Tenth Avenue; Vanderbilt Clinic, Tenth Avenue; Sloan Maternity Hospital, Tenth Avenue; Symms' Clinic, 59th Street and Ninth Avenue; Manhattan Bank building, Metropolitan Realty Company Building, Le Boutillier Bros.

stone building, Collegiate church, 48th Street and Fifth Avenue; James L. White's building; W. and J. Sloane's building, Broadway and 19th Street; the factory building corner William and Rose Streets; the residence of H. H. Cook, Fifth Avenue; the Van Post residence, 57th Street, and a number of others equally worthy of mention. Mr. Smith occupies a spacious and well-appointed suite of offices, and employs an efficient staff of draughtsmen. He is prepared to make plans for buildings of every description, and gives special attention to institutions, business structures and high-class residences. Designs, specifications, etc. are furnished by him on short notice, and construction is personally supervised.

E. J. JOHNSON & CO., Miners and Shippers of Roofing Slate, Slate Flaggings, Hearths, Blackboards, Slate Nails, Roofing Felt and Slaters' Cement, Room No. 282 Potter Building, No. 38 Park Row.—The great and growing demand for roofing slate has made the trade in this article a most important commercial interest, and many prominent men are engaged in its prosecution. A leading New York house in this trade is that of E. J. Johnson & Co. This firm was organized in 1891, the co-partners being Messrs. E. J. Johnson and Jas. O'Halloran, both natives of this state, and business men of thorough experience, sound judgment and excellent executive ability. They own extensive, valuable mines at Bangor, Pa., where a large force of workmen is employed, and the output is a very large and superior one. The firm are miners and shippers of roofing slate, and deal at wholesale in slate flagging, hearths, blackboards, slate nails, roofing felt and slaters' cement. Shipments are made direct from the mines, in cargo and carload lots, and the trade supplied extends all over the United States and Canada. All orders are filled without delay upon the most liberal terms.

C. H. ENGELHARD, United States Agent, Representing Villeroy & Boch, Mosaic Tile and Terra Cotta Works, Germany, and W. C. Heraeus, Platinum Refiner and Manufacturer of Platinum Apparatus, Etc., Hanau, Germany, No. 41 Cortlandt Street.—This gentleman represents two of the most prominent industrial concerns in Germany. One of these is the firm of Villeroy & Boch, whose mosaic tile works are at Mettlach, their terra cotta and tile works at Merzig-on-Saar, while they have factories at Mettlach, Merzig, Septfontaines, Dresden, Wallerfangen, Wadgassen and Schramberg. The other firm is that of Mr. W. C. Heraeus, platinum refiner and manufacturer of apparatus, wire, platinum sheets, tubing, kettles for acid boiling, etc., whose smelting works and chemical laboratory are at Hanau, Germany, the birthplace of Mr. Engelhard. Messrs. Villeroy & Boch manufacture imitation mosaic tiles, terra cottas, vases, figures, statuary, borders, mouldings, centre-pieces, figure-heads, column tops, etc. Mr. Engelhard is United States agent for these firms, whose products are so widely known for their superiority, and he is prepared to fill all orders without delay.

C. **HOFFMAN, Jr., Plumbers' Supplies, No. 277 Pearl Street.**—The wares of this house have gained for it a wide reputation by reason of their value and worth, and its trade is broadly distributed over the entire United States, and extends to foreign ports. Many large concerns make all their purchases here, being attracted by the honorable methods in force, the superior and reliable character of the goods handled, and the eminently satisfactory manner in which all orders are filled. Mr. Hoffman founded this business in 1884, and at first confined his operations to the handling of supplies for mills, machinists, railroads, and steam and gas fitters. In 1892 he added to the business a department for plumbers' supplies, materials and tools. His office and salesrooms occupy the ground floor and basement of a building, 25 x 100 feet in dimensions, while spacious storage room is also utilized elsewhere. The stock carried is one of the heaviest in its line in the city, and is representative of all the leading and reliable American manufacturers. Six salesmen are kept on the road, and the facilities for filling orders promptly and satisfactorily are unexcelled. All goods handled by this house are the best of their kind, while the prices and terms are extremely advantageous to dealers and jobbers. Mr. Hoffman is a gentleman of great enterprise and energetic activity, and his house has the most favorable prospects for continued development. He is a native of Brooklyn, a member of many of its leading social organizations, a 32d degree Mason, and a Noble of the Mystic Shrine. The telephone call of the office is "828 Cortlandt."



A **DAMS & JIMENIS, Commission Merchants, No. 114 Wall Street.**—This firm, which was established sixteen years ago, has during that entire period been prominent in commercial affairs, and handled a wide volume of business. Messrs. Adams and Jimenis are commission merchants, exporters and wholesale lumber dealers. Their export trade is principally with Europe, South America and West Indies, to which countries they ship American and Canadian lumber and coal. The foreign traffic of the firm is of very extensive dimensions. They deal in all kinds of eastern, western, northern and southern lumber, both hard and soft woods. A very large trade is met, the annual sales amounting to many millions. The reputation of this house in the trade for enterprise and liberality is not excelled by any contemporaneous concern, and its resources and facilities make it one of the most desirable establishments in this city with which to have business dealings. Their lumber business is large and active and is exclusively of a wholesale character, selling wholly in cargo and ear lots, and all orders are executed in the most prompt and trustworthy manner, while bottom prices are quoted, exceptional inducements being offered to large consumers. The members of the firm are Messrs. Edwin W. Adams and J. Oswald Jimenis, and at their offices a large corps of clerks is employed. Both gentlemen are natives and residents of New York, and are enterprising, highly esteemed business men.

A **ARTHUR CURTIS LONGYEAR, Architect, Room 34, No. 126 Liberty Street.**—Although a young man, this gentleman bears a first-class reputation, and is fast making his way to the front rank in his profession, numerous handsome structures attesting his skill and ability. He has done quite a large amount of work, and is receiving a flattering share of recognition. Mr. Longyear, who is a gentleman in the prime of life, was born in Kingston, N. Y., and resides at Bayonne, N. J. He is a thoroughly competent all-around architect of nine years' practical experience, and is a member of the New York Sketch Club. He has been established since 1891, and prior to that had been in the offices of Oscar Teales and Henry Rutgers Marshall. Mr. Longyear employs two draughtsmen, and is prepared to make plans for public buildings, institutions, churches, schools, business structures, residences, etc. Designs, specifications, etc., are promptly furnished by him, and construction is personally superintended. Mr. Longyear drew the plans for the Mechanics' Trust Company Building, Bayonne, N. J.; the Newark Bay Boat Club-house, same place; Grace Presbyterian Church, Brooklyn; the residences of G. J. Smith and Geo. Coykendal, Kingston, N. Y.; the residence of Charles Eddy, Bayonne, N. J., and various other buildings.

A. G. BELDEN & CO., Oil Manufacturers and Commission Merchants, Nos. 145 Maiden Lane and 23 Fletcher Street.—The trade in lubricants is one of the highest importance, directly affecting, as it does, every industrial interest in the land. In no one item of

supply is quality and purity of such necessity, for an inferior lubricant is dear at any price, speedily destroying the machinery it is used upon. It is thus a matter for congratulation that the enterprising house of A. G. Belden & Co. have introduced to the public their famous "Valvone" cylinder, engine and machine oils, which have within a very short time attained a consumption of great and growing magnitude. This firm are oil manufacturers and commission merchants, and have been established in business here since 1875. They are especially prominent as sole proprietors of Belden's "Pycnoleum"

viscosity also serve to render them the most economical and perfect lubricants. Their enormous and rapidly increasing sales indicate how superior they are to all others in the market. They are also manufacturers of all kinds of lubricating compounds and greases, which are specially adapted for steamships, railroads, mill and mining machinery, for both export and home trade, and are absolutely unrivalled for purity, quality and uniform excellence. They are now in preferential use on railroads and steamships, and in our largest mills, factories and engine rooms throughout the United States, as well as in Canada, South and Central America, England, Scotland, France, Germany, Cuba, Mexico and Australia. This firm also handle the Red Star brand of mineral, sperm and English Colza oils; and the best quality of lard and signal oil, sperm, whale, neatsfoot, fish, and all grades of animal and vegetable oil. These are all staple brands, kept up to the highest grade, and warranted to afford entire satisfaction in all respects. Orders are filled promptly, and on the most favorable terms in all cases. They occupy an entire building, which is fitted up with every facility for the prosecution of their immense business, and a full force of help is employed. Mr. Belden, the active member of the firm, is a native of Connecticut, who came to New York thirty years ago. He is still in the prime of life, a member of the New York Oil Trade Association, the Union League Club, the Lincoln Club and the Aurora Grata Club, and is also a 32d Degree Mason, and his commercial methods are straightforward and honorable, his policy is one of enterprise and progress, and he is eminently worthy of the success he has achieved.

R. J. WADDELL & CO., Importers and Manufacturers of Glue, Pumice Stone, Emery, Etc., No. 52 Beekman Street.—This is an old and a widely-known house, and has been in existence close on sixty years. It is one of the very oldest and largest in its line in the city, and has a large trade, which extends all over the United States. The business was established in 1837, by G. W. Whitmore, who was succeeded by the present firm in 1868. They are sole United States agents for Leach, Neal & Co.'s H. B. Venetian Reds, and fill orders for the same, either from their warehouse, or direct from factory to New York, Philadelphia, Baltimore and New Orleans. They handle extensive quantities of oxides, drop blacks, Indian red, etc., and carry full lines of glue, pumice stone, emery, sand and emery papers, dry colors, tripoli, National and Metropolitan flint, whiting, crayons, chalk, etc. They occupy the whole of a spacious five-story and basement building, with a well-equipped mill, and employ a large staff. A heavy stock is always kept on hand here, and the firm can fill orders for anything in the lines noted at lowest figures consistent with quality of goods. The trade is supplied on the most favorable terms, and special inducements are offered on extra large lots. Mr. Waddell, the head of the concern, is a native New Yorker, a man of long and successful business experience, and well and favorably known in commercial circles,



*Yours Truly,
Alfred G. Belden*

and "Valvone" brands of cylinder, engine and machine oil. These brands are without a rival, having great body, with every possible qualification; being absolutely pure, devoid of grit, acid or injurious ingredients, and guaranteed to work perfectly clean. Their unequalled fire test and

THE WEST NORFOLK LUMBER COMPANY, Geo. H. Davie, Sales Agent; Manufacturers of Kiln Dried North Carolina Pine, Flooring, Ceiling, Partition and Box Shooks, No. 18 Broadway.—This company was organized under the laws of Virginia, four years ago, with a capital stock of \$100,000, and the officers are as follows: President, W. R. McCabe; vice-president, W. H. Furman; treasurer, Byard Morris; secretary, J. G. McNeal. The planing mill is one of the most complete and best equipped plants in the South, and has a daily capacity of 75,000 feet of dressed lumber. In addition to this they handle the entire output of a number of North Carolina saw mills. The location of the plant at West Norfolk is particularly favorable for shipment to Northern markets by either rail or water, as may be desired. The company are members in good standing of both the National Wholesale Lumber Dealers' and the New York Lumber Trade Associations. The office in this city was opened in the early part of 1894, and is under the management of Mr. George H. Davie, who has had a long experience in the North Carolina lumber business.

MANLY N. CUTTER, Architect, Room 204, No. 203 Broadway.—For some of its finest structures erected within the past quarter of a century, New York is indebted to the skill and good taste of Mr. Manly N. Cutter, who has been established in the practice of his profession here for a period of twenty-five years, and his natural ability combined with the valuable experience gained in the pursuit of his calling has enabled him to achieve a marked success and to win a widespread and influential patronage which now extends to all parts of the United States, from Maine to Texas. Mr. Cutter has attained high fame for the originality of his plans, their architectural beauty, and the perfection noticeable in every detail of his work. He has built stores on 23rd Street, Fifth Avenue; houses on 57th Street and elsewhere in this city, and the edifices are distinctive ornaments of the sections in which they are erected. He designed the interior work of Mr. H. G. Marquand's Japanese room, in his residence, 68th Street and Madison Avenue, this city, which is recognized as the grandest room in the country, besides many other fine interiors, in fact he is one of the few architects of this city that are as familiar with the furnishing and decoration of the interior of a house as with its designing and construction. Mr. Cutter has also done some of the finest suburban and country work, in all parts of the country, as well as ecclesiastical work, and has succeeded in equalizing the cost of fire-proof and non-fire proof construction to a marked degree. He is at all times prepared to furnish estimates, plans and specifications for work of all kinds in the constructive line, and all his designs are made with a view to furnish the maximum of accommodation, solidity and effect. Mr. Cutter is a native of the city of Boston, a resident of Warwick, N. Y., and was a fellow of the American Institute of Architects.

KAFKA & MOTT, Architects, No. 137 Broadway.—Among the prominent architects of the metropolis can be named Messrs. Kafka & Mott, who enjoy a first-class reputation and are in the front rank in their profession. They do a large amount of work, and a number of handsome structures attest their skill and ability. Mr. Hugo Kafka, the senior member of the firm, was born in Austria and was a pupil of Gottfried Semper. He is a graduate of the Federal Polytechnic Institute, Zurich, Switzerland, and is a Fellow of the American Institute of Architects. After graduating he was employed by Professor Gottfried Semper as assistant in the planning of the grand Royal Court Theatre, at Dresden, Germany, and was for two years principal assistant architect at the Philadelphia Centennial Exposition, and has been established in New York since 1878. He was formerly of the firm of Schwarzman & Kafka, and later was of Wm. Schickel & Co. While in business alone, he designed and superintended the construction of the Barrett House, the St. Catherine apartment house, Joseph Loth & Co.'s silk factory; Hollender & Co.'s buildings; a factory and warehouse for Henry Heide, and several other fine buildings, and while of Wm. Schickel & Co. was engaged on the plans for the Sacred Heart Academy, the Isabella Home, St. Peter's Hospital, St. Joseph's Hospital, the residences of Peter Doelger and Max Nathans, and many other prominent buildings. Mr. Charles T. Mott, his partner, is a native New Yorker. He has had large experience and is master of all branches of the art. Since forming this partnership, in October, 1892, Messrs. Kafka & Mott have designed and supervised the construction of a number of city and country residences; St. Mark Hospital, New York city; W. H. Schieffelin & Co.'s laboratory, New York city, and have completed preliminary plans for a number of very important fire-proof buildings.

GUY E. ROBINSON, Lumber Commission Merchant, Room 305 Welles Building, No. 18 Broadway.—The mention of the house of Guy E. Robinson, lumber commission merchant, in lumber circles carries with it a prestige and confidence enjoyed in greater degree by none in this city. Mr. Robinson established business eleven years ago, and has since developed an extensive trade all throughout New York, New Jersey, and the New England States, his sales reaching the immense aggregate of over 100,000,000 feet of lumber a year. He deals in white pine, spruce and hemlock, handling carloads and cargo lots only, and orders are shipped direct from the mills in Northern New York. The connections of the house with manufacturers are of such a character as to enable it to offer dealers advantages and facilities equal to those of any other concern in the city. Mr. Robinson is a member of the National Wholesale Lumber Dealers' Association, also the New York Lumber Trade Association.

FRANK WALLER, Architect, No. 52 Broadway.—The gentleman whose name heads this sketch is a man of middle age, active and energetic. He is a native New Yorker, and has always lived here; this winter, however, he is at Morristown, N. J. He is prominent

in art circles, and is well known, also, in social life. He was the founder of the corporation known as the Art Students' League, the leading art school of this city, of which he was president for several years, and is a member of the Union League Club and the Architectural League. Mr. Frank Waller is a man of skill and ability, and has made a name as an artist and an architect. He is prominent in his chosen profession, and fully sustains the reputation he enjoys. He was an artist painter for over twenty years, and became an architect in 1884. He

architectural line. Among the notable structures for which he has furnished the plans may be mentioned the First National Bank Building, Cooperstown, N. Y.; the residences of Dr. Edward P. Fowler, both in city and country; the Geneva National Bank; the residence of W. B.

Higgins, Port Chester, N. Y., stations on the West Shore and N. Y. & Putnam Railways, at Congers and Bryn Mawr Park, respectively, and others. Mr. Waller employs several assistants, and is prepared to make plans for public buildings, institutions, hotels, schools, business structures and private dwellings. His art training has been such that whatever is undertaken is viewed from an artistic standpoint, yet the practical is not ignored. All work intrusted to Mr. Waller will be performed in the most competent and thorough manner, and he



BRYN MAWR PARK STATION, NEW YORK & PUTNAM R. R.

has a fine patronage, and has done quite a large amount of work in the is thoroughly responsible in every way for all work intrusted to his care.

LEHIGH VALLEY CREOSOTING COMPANY, No. 1 Broadway.—The Lehigh Valley Creosoting Company, with works at Perth Amboy, N. J., is a corporation that fills a niche in the industrial world peculiarly its own. This company is engaged in creosoting wood in such a manner as to make it practically indestructible. They use a system of treatment that has been successfully used in Europe for more than half a century, and in order to arrive at the best results they import all the dead oil they use, as the imported article is of a better quality than the American oil. Their plant at Perth Amboy is one of the most complete of its kind, with a capacity of treating nearly a million feet per month. Here lumber, piling, ties, block pavement and conduits are creosoted with dead oil of coal tar, which has been demonstrated to be the only reliable agent for the work. Neither time nor moisture have any effect upon wood that has been treated by this method, and in the case of dock piling and other submerged works it is found that the teredo navalis, or borer, and marine worms, will not attack wood so protected. From forty to sixty skilled hands are employed in the works, and the output is widely used for conduits, telegraph poles, paving blocks, and piling; docks, bridge and trestle work; and timber and lumber for the bottoms of vessels, as also any lumber exposed to the weather. The wants of railroad companies, dock builders and other parties are promptly met and on the most liberal terms. The company was duly organized in 1886, and is officered as follows, viz.: Colonel R. H. Wilbur, president; Walter G. Berg, engineer; H. Comer, superintendent. President Wilbur is well known as general superintendent of the Lehigh Valley R. R. Mr. Berg is principal assistant engineer for the L. V. R. R. at Jersey City; and Mr. Comer is manager of the entire business.

Z.BERGEN, Manufacturer and Dealer in Staves, Lumber, Shooks, and Heading, Cypress Lumber and Shingles, No. 9 Old Slip.—A representative firm here in New York engaged as manufacturer of and dealer in staves, lumber, shooks and heading is that of Z. Bergen, which was established in 1850, under the title of R. A. Robertson & Bergen, and when Mr. Robertson died in 1886, Mr. Bergen became the sole proprietor. He is a manufacturer and dealer in staves, lumber, shooks, heading, cypress lumber and shingles, etc. These commodities he exports in large quantities to the West India Islands, Brazil, Chili, Australia and Europe. His transactions are of large dimensions, and bring him into relationship with most of the leading seaports of the world. He keeps a large stock in his yards, on the East River and Newtown Creek, Greenpoint L. I., where he also has a spacious storehouse filled with valuable material, and employs a force of from twenty to fifty men. The business of the concern is transacted at the office in Old Slip, where three clerks are employed. Mr. Bergen was born in New Jersey and has resided in Brooklyn forty-five years.

THE ENGLE SANITARY AND CREMATION COMPANY, Des Moines, Iowa; Colonel W. F. Morse, Representative, No. 30 State Street.—New York has year by year inaugurated and developed many methods and systems for sanitary improvement, but the most important feature of any, and one which promotes both cleanliness and health, is the disposition of garbage, rubbish, dead animals and night soil by cremation. This is accomplished by the system introduced here with great success by the Engle Sanitary and Cremation Company. This company are proprietors of the Engle Mortuary Furnace, Garbage Cremator, Hospital Furnace, House Fire Closet and School Fire Closet, and have their principal office at Des Moines, Iowa, where the company was incorporated in 1887, with a capital of \$500,000. The New York office was opened in 1889, to supply the Eastern States and the foreign trade, and is under the management of Col. W. F. Morse. From the first, the Engle garbage cremator proved to have the essential points of excellence demanded for its particular service—a furnace moderate in cost, economical in operation, destroying waste of every class without noxious fumes or offensive smoke, and affording a product which will largely repay the cost of maintenance. They are built in any required size and are operated by the municipalities precisely as water departments and electric light plants are managed. The most instructive example was shown in the work of the Engle cremators at the World's Columbian Exposition, where for six months the garbage, sewage sludge, and dead animals were destroyed on the grounds with dispatch, efficiency and economy. A large furnace of the same kind as there used has been in successful operation for five years on Coney Island. The same principle of construction and the use of the two fires, which are the distinguishing features of the Engle system, are adopted in the hospital furnace, for the use of disinfecting plants of cities, hospitals, public institutions, etc. The New York City Health Department has used one for five years, with entire success. A large part of the work of the Engle Company is the building of the school fire closets, for use where no sewage facilities are to be had. The Engle furnaces were awarded the highest medals at the World's Columbian Exposition, and are in growing use in South America, Australia, Central America and Cuba. There are a number in this city and in Brooklyn, and some thirty-five have been built for other cities throughout the Union. Colonel Morse, the manager in this city, has a thoroughly practical knowledge of the business and a wide acquaintance all over the country. The pamphlets written and published by Col. Morse on the subject of garbage collection and methods of garbage disposal, are standard authorities on this question. He served as an officer all through the civil war, and is a prominent member of the G. A. R., the Loyal Legion, the Veteran Association, the International Health Association, and the health associations in five different states.

W H. RANKIN, Manufacturer of Ready Roofing Materials, Comprising Slater's, Single, Two and Three Ply Tarred Felts, Rankin's Patent Painted Roofing Felts, the Empire Brand of Water-proof Sheathing, Rosin Sized Sheathing, Coating,

Pitch, Etc., No. 91 Maiden Lane.

—Every real estate dealer and owner easily recognizes that the roof is a most important part of a building, for upon the quality of the roofing materials used, depends the wear of the structure. Many valuable buildings have been allowed to go to rack and ruin, merely through carelessness or false economy in selecting the roofing materials, but no such unfavorable conditions arise when W. H. Rankin's water-proof and substantial roofing materials are used. In 1872 W. H. Rankin, a native of Wilkes-Barre, Pa., established the business at the above address,

and for the past twenty-three years the merits of his goods have been



Yours Truly
W. H. Rankin

recognized and endorsed by leading architects, builders, contractors, and real estate owners, throughout this country. His warerooms and offices comprise a spacious store-room and basement where a large and complete stock of his manufactured goods are constantly carried. His factories are



situated at Elizabethport, N. J. and occupy a ground area of over nine acres. The entire plant is thoroughly equipped with the latest improved and specially designed machinery and a large force of specially trained workmen are required for its daily operation. The goods manufactured include liquid roof paints, tar-coating, roofing and paving pitch, patent three-ply brown felting, single, two and three ply tarred felting, his Textile-a three-ply tarred felt with canvas centre, Empire brand of water-proof sheathing, also Rosin sized and other sheathings. A leading specialty is the "EMPIRE" brand of water-proof sheathing. It is manufactured in three thicknesses known to the trade as Nos. 60, 70 and 80, all put up in rolls three feet wide, containing 275, 500 and 900 square feet respectively, and all sold at the same price per roll. Mr. Rankin is the sole manufacturer of this brand as well as his patent painted felts and also manufactures a full line of ready roofing materials, etc., which can only be enumerated in a catalogue and which he will gladly furnish with prices, to all interested in these goods. His trade extends throughout the Union and his goods and business methods are considered entirely reliable and satisfactory in every respect.



KIMBALL & THOMPSON, Architects, Manhattan Building, No. 66 Broadway.—The remarkable development of modern architecture in the city of New York has awakened a lively interest wherever extensive building operations are conducted. The demand for "tall buildings" is one of the most natural and legitimate description, in view of the enormous appreciation in values of desirable lots. The questions presented to our leading architects in executing the commissions entrusted to them for the erection of the magnificent structures, seen in various sections of the city, were of an abstruse and novel character, and no firm has more satisfactorily solved the various problems and secured happier results than Messrs. Kimball & Thompson, the well-known architects. Their success has been brilliant and complete, both as regards the architectural features of the exterior and the perfection of the internal arrangements. The firm is composed of Messrs. Francis H. Kimball and George K. Thompson, who joined their forces in 1892, and formed a strong partnership; bringing together the widest range of practical experience and ample facilities for the prompt designing of plans and close personal supervision over all the processes of construction. Mr. Kimball began the study of his profession in the office of Bryant & Rogers, of Boston, with whom he remained four years, being engaged principally in work connected with the construction of the Charter Oak and Connecticut Mutual Life Insurance buildings, in Hartford, Conn. For two years thereafter he was with Mr. James J. Batterson, preparing drawings for a state house competition, and was then employed by Trinity College to buy property for the erection of a university, taking a trip to London with the architect to familiarize himself with the drawings and carry out the work, and there broadened his knowledge of his chosen profession. Since coming to New York he has been in partnership with Mr. Thomas Wisedell, Mr. H. S. Thuen and Mr. Thompson. The first-named firm erected the Madison Square Theatre, the Casino and Harrigan & Hart's Theatre. On the death of Mr. Wisedell in 1884, Mr. Kimball continued alone until 1886, when he formed the second-named partnership, which lasted only a year. During these years until 1892, Mr. Kimball designed and erected the Corbin Building, Harrigan's Theatre, the new Fifth Avenue Theatre, the Catholic Apostolic Church, besides many residences in this city; also, the Montauk Club and the Emanuel Baptist Church, Brooklyn; and music halls in New London and Middletown, Conn. Mr. Thompson came to New York in 1879, to enter the office of Architect F. C. Withers, and in 1882 accepted an engagement with Kimball & Wisedell. In 1884 he entered into business for himself, and at once won a high prestige and a large and influential patronage, executing many important commissions in this city and throughout the country. Among recent examples of his work may be named the elegant residences of Francis Wilson, Augustus Thomas, D. W. Evans, E. R. Hoyt of St. Louis; the factories of the Hoyt Metal Company at St. Louis and Arlington, N. J., the buildings on the premises of Gen. Sherman, and over a hundred residences and country seats in New York and vicinity.

The crowning effort of Messrs. Kimball & Thompson as a firm is the new Manhattan Life Insurance Building, at Nos. 64 and 66 Broadway, which stands as a monument to their genius and skill. Their enterprising, progressive and equitable methods inspire the utmost confidence, and their professional talents are reaping a rich reward.

MILLARD LUMBER COMPANY, Successors to W. Millard's Sons, Wholesale Dealers in Lumber, Shingles, Lath, Etc., No. 45 Broadway.—This company is one of the few houses in the trade that are conducted under a management whose policy is a successful combination of all the sterling principles of old-time trading, with a strong progressive tendency so essential to success. This is the oldest house in the lumber trade in the entire country. It was founded in 1800, by Charles Millard, and has been continuously in the Millard family down to the present time. The present company was incorporated in 1893, under the laws of the State of New York, with a capital of \$150,000, and is officered as follows, viz.: Wm. B. Millard, president; Howard C. Millard, vice-president; Chas. Millard, secretary and treasurer. These gentlemen are grandsons of the honored founder, and have been in the business all their lives, as had also their father before them. The company are extensive manufacturers of and wholesale dealers in lumber, shingles, lath, etc., making specialties of Canada white pine, New York state and Canada spruce, and Pennsylvania white hemlock. They are selling agents for mills at Austin, Potter County, Pa., on the Buffalo & Susquehanna Railroad, where they cut 120,000,000 feet of hemlock a year; also a mill on Tupper Lake, in the Adirondack mountains, which cuts 12,000,000 feet of spruce per year; and a mill at Everton, N. Y., cutting 6,000,000 feet of spruce per year. They have a planing mill at Rouses Point, N. Y., with a capacity of 100,000 feet, and a dry-kiln holding 250,000 feet. Their yards at the same place cover fifty acres of land, on the lines of five different railroads and on Lake Champlain, and having direct connection with New York, via, the Northern Canal. The principal office is at New Hamburg, N. Y., though all the lumber is sold through the New York office, with retail yards at New Hamburg, Rouses Point, Marlborough, Wappinger's Falls and Stormville, N. Y. Hemlock bill timber is promptly cut to order, and the sales of the company aggregate 80,000,000 feet of lumber annually. The trade is with dealers throughout New York, New Jersey and New England, shipments being made by rail and canal, and buyers everywhere are unanimous in according this company unlimited confidence as the best and safest medium for procuring reliable supplies. The Messrs. Millard are all residents of New Hamburg, and prominent members of the New York Lumber Trade Association and of the National Wholesale Lumber Dealers' Association; while the New York office is managed by Mr. E. F. Perry, of Nyack, N. Y., who has been connected with the lumber business for the past fifteen years, and with this firm for the past five years, and is a young man of tried ability and sterling personal worth.

GEORGE E. ARCHER, Architect, Room 1401 Havemeyer Building, Cortlandt and Church Streets.—The gentleman whose name heads this sketch is an expert in railroad buildings, and has designed and supervised the erection of a number of depots, stations, etc. He enjoys an excellent reputation for skill and reliability, and is a thor-

oughly equipped, all-around architect, and a master of his art. Mr. Archer has been employed in his professional capacity by the N. Y., L. E. & W. Railroad Company for nine years, and made the plans for the Buffalo and Weehawken terminal buildings for that company; also the Jersey City passenger station and the stations in Rochester, N. Y.; Port Jervis, N. Y.; Meadville, Pa.; Akron and Galion, Ohio, and many others for the same company. He was also with the N. Y. & N. E. Railroad, for four years, and has served with the Pennsylvania, and Wilmington & Northern Rail-

ings, residences, etc., and makes a specialty of railroad depots. Designs, specifications, etc., are submitted by him on short notice, and construction is personally superintended.

NEW YORK & NEW JERSEY LUMBER COMPANY, Manufacturers and Wholesale Dealers in Yellow, North Carolina and White Pine, Etc., No. 136 Liberty Street.—The wholesale lumber trade is one of the most vital importance to New York, both as regards the manufacturing and building interests, and the shipping and export trade centered here. No concern is doing more to retain and develop this branch of commerce than that of the New York & New Jersey Lumber Company, whose facilities and connections are unsurpassed. Its extensive business was founded many years ago, and its executive officers bring to bear on it the widest range of practical experience, coupled with an intimate knowledge of the wants of the trade. The chief offices of the company are located at the above address, and to meet immediate demands of customers the company carries a large and varied stock of hard and soft lumber in the public yards in Brooklyn, but the bulk of its trade is supplied direct from the forests and mills in the West in ear-load and cargo lots. The company handles in vast quantities yellow, North Carolina and white pine, and hard woods of all kinds; ypress and pine shingles; ship, car and wagon lumber, dock timber, telegraph poles and railroad ties, yellow pine and North Carolina kiln and air-dried boards, etc. There can be obtained here cut to order dressed yellow and North Carolina pine and ash; ceiling, flooring and wainscoting, together with bill stuff cut per contract for use in the construction of every portion of a building, including planks, beams, joists and scantling, etc. They are also making a specialty of electric railway ties and poles. The company has permanent contracts with the owners of forests and sawmills in Georgia, Virginia, the Carolinas and Florida, for supplies, and these are forwarded by rail and vessel to wherever desired at the lowest current rates, thus saving to customers the cost of re-shipment. The company has developed a most desirable connection throughout the States of New York and New Jersey, and New England, in addition to the city and export demands. Consignments of lumber are solicited, and prompt sales with direct remittances on same are guaranteed. The company's history has been a most successful one, at once testifying to the excellence of the management of its affairs and to the honorable position it occupies among the mercantile concerns in the city. Mr. W. H. DeCamp is the president, and Mr. J. D. Roberts is the secretary and treasurer. They are both residents of New Jersey, and have been long identified with the wholesale lumber trade, and are men of large business ability and unmistakable energy.



Yours truly
Geo. E. Archer

ways, the West India Improvement Company and other railway companies. Mr. Archer is prepared to draw plans for business structures, public build-

FINN, COLE & CO., Manufacturers of Doors, Sashes, Blinds, Etc., Mantels, Newels, Balusters, Wood Mouldings, Etc., Etc., Enameled, Embossed and Cut Glass, No. 8 Howard Street.—A quarter of a century ago, the flourishing business conducted by the above firm was established by C. B. Keogh, who was succeeded by C. B. Keogh & Co. Later the style became the C. B. Keogh Manufacturing Company, and about two years since the present proprietors, Finn, Cole & Co., assumed control. The copartnership consists of Messrs. C. F. Finn, J. J. Cole, John Clark, John Brady and Fordham Briggs. They are all men of energy and practical experience, and are well known in building circles. The manufacturing is done by contract for them, and they have superior facilities for that purpose in Western New York and other points. Their warehouse is a four-story and basement structure, 25 x 150 feet, and well-equipped. The office is connected by telephone, "Spring 139," and all conveniences are provided. A number of hands are employed by the firm, and several wagons are in steady service delivering throughout the city and vicinity. Finn, Cole & Co. have a large local trade, and also ship considerable quantities to Bermuda, the Bahamas, South America and Africa. They keep on hand an extensive and carefully assorted stock, which includes mantels in all styles and designs, newels, balusters, wood mouldings, interior hardwood trim and turned stuff generally. They also carry doors, sashes, blinds, windows, etc., together with enameled, embossed and cut glass, and are prepared to quote lowest prices on anything in their line. The firm can supply builders and contractors on the most advantageous terms, and orders are attended to with promptness and reliability.

THE NEW YORK MASTIC WORKS, Synonym of the "Compagnie Générale des Asphaltes de France," No. 35 Broadway.—The use of rock asphalt for damp-proof courses in building, to prevent the penetration of moisture is so well approved by experience that it is constantly extending. The material used is the rock asphalt, the mines of which, situated at Seyssel and Mons, in France, and others in Sicily, are owned and worked by the "Compagnie Générale des Asphaltes de France." The American branch is the New York Mastic Works, of which Mr. T. H. Boorman is the manager. Mr. Boorman is a member of the Mechanics' and Traders' Exchange and was associated with E. H. Wootton, the first agent of the French company, until the establishment of the New York Mastic Works in 1892. The company owns an extensive property at Hunter's Point, on the East River, where it has erected steam crushing, grinding and mastic works for the manufacture of Seyssel rock asphalt powder, and mastic. At home, in France, the company controls the asphalt paving of

three-fourths of the streets and sidewalks in the city of Paris, besides doing an extensive business with railway companies, architects, civil and military engineers, etc., throughout the country. The American agency through Mr. Boorman, ships large quantities of the manufactured material to the trade centres of this country, and also has done extensive work on the Potter, Mail and Express and Thomas buildings; the St. Mary's, the German, Nursery, and Child's and Reception Hospitals; at the Fine Arts and the Natural History Museums; the Broadway Cable Power House, the Edison Electric Company's building, the Bible House, the Half-orphan Asylum, the Criminal Court building, Mr. Geo. Gould's stables, the St. Cloud Hotel, and many other recent structures and public and private works in this city. They have also been employed on the Consolidated Railroad office at New Haven, Conn.; the Queens County Ice Works, at Far Rockaway, L. I. and at George Gould's estate near Arkville. They have likewise laid walks in the East River, the City Hall and the Battery parks, and roadways Eagle Avenue and 162d Street, New York, in Brooklyn and Long Island City. The company's asphalt is also coming into use for coating the inside of yachts, and a number of the famous "spinners" of the day have been thus treated.

HAVILAH M. SMITH & SON, Carpenters and Builders, Nos. 34, 36 and 38 Watts Street.—This house was founded in 1852, by the late Havilah M. Smith, whose name became a synonym to the trade all about New York for the most honest workmanship in every particular, and who was probably one of the most distinguished builders of his day. His son, Mr. W. C. Smith, was admitted to partnership in 1866, and since the death of his father in 1885, has been in control of the business. Mr. Smith, who is a native and resident of New York city, is still a young man, but has already earned high distinction as a builder and has executed many important contracts. This firm built the Berkeley hotel at the corner of Fifth Avenue and 9th Street, and has done a large amount of residence work. Among this work is a row of four-story and basement flats and several cottages at East Orange, N. J., which were designed and built by Mr. Smith as an investment, and which afford the most positive evidence of his genius as a designer and ability as a builder. The offices and workshop occupy a floor and basement, each 80 x 60 feet in dimensions. These are fully equipped with steam power machinery, and the business gives employment to thirty men. Mr. Smith owns this building and several others, and his experience has taught him that there is no safer investment than paying building property. He is well known in business circles as a man of sound judgment, and is a leading member of the Mechanics' and Traders' Exchange, which he has served as president.

LOUIS KORN, Architect, Rooms Nos. 526 and 528 Cable Building, No. 621 Broadway.—The gentleman whose name heads this sketch is a rising and well-known architect. He has made a first-class reputation for skill and reliability, and is fast making his way to the front in his chosen profession. He does a large amount of work, and a number of handsome structures in and around this city attest his ability. He has been established some years and has acquired a very fine patronage. Louis Korn is a man in the prime of life, born and raised in New York. He is a graduate of Columbia College, and studied with J. B. Snooks & Sons. He was also in the office of George H. Gribel for some time prior to going into business on his own account. He is a thoroughly skilled draughtsman and architect, and is master of all branches of the art. He is a member of the Progress Club, the West End Club and other



*Yours Truly,
Louis Korn.*

societies. Mr. Korn occupies commodious quarters and employs several competent assistants. He is prepared to make plans for all kinds of buildings, including business structures, apartment-houses, private residences, etc., and can guarantee entire satisfaction. All work intrusted to this gentleman will be performed in the most expeditious and thorough manner. Mr. Korn drew the plans for the ten-story building of H. Richter Sons, at No. 627 Broadway; the warehouse of D. P. Cheesebro, on South Fifth Avenue, the warehouse of A. Hoffstat, on West 23rd Street; Jacob Korn, warehouse, No. 113 Bowery; John Kaist's warehouse, on Crosby Street; Chas. J. Wiesing's apartment house, East 55th Street; six apartment-houses on West 39th Street; two warehouses on Grand Street for Asher Weinstein; several fine residences, and various other structures. He has prepared plans for a ten-story office building for Myer Kahn on the southwest corner of 17th Street and Union Square; Jackett & Son's building at No. 39 Union Square; an eight-story fire-proof building, Nos. 91 and 93 Fifth Avenue, for S. & H. Corn; an eight-story fire-proof building, Nos. 244 and 246 West 23d Street, for Isidore Hoffstadt; a seven-story warehouse, No. 79 Fourth Avenue, and an eight-story, fire-proof building, Nos. 60 and 62 East 11th Street, for J. Johnson; and a seven-story warehouse at No. 48 University Place for Mr. Treu. He has also prepared plans for Mr. Albert Lorsch for an eleven-story office building, Nos. 37 and 39 Maiden Lane.

A. D. HOBBIE, Manufacturer and Dealer in Slate and Marble Goods, Chalk Crayons, Talc, Etc., No. 32 Church Street.—This widely known house has been in existence for upward of twenty-five years. It is one of the leading concerns in its line in New York. The business was established by D. C. Pratt, and later was conducted under the style of The D. C. Pratt Slate and Crayon Company. They were succeeded in 1889 by A. D. Hobbie, who has since continued it with marked success. He is agent for the Penn Slate Company and the Cohutta Talc Company. His principal business is in school slates, chalk crayons, slate pencils, slate blackboards, roofing slates, and all descriptions of special or constructional slate work, billiard beds, treads, risers, platforms, laundry tubs, urinal stalls, etc. He also turns out the finest character of polished, or sand finished marble in Italian, Tennessee, Lepanto, etc., as well as plain and marbleized slate for various uses. The major portion of the marble switchboards, commutators, etc., at the World's Columbian Exposition at Chicago, so much admired for their excellence of finish, were furnished by him, and spoke well for one department of his products. Mr. Hobbie has a large trade throughout the United States and also exports to Europe, Australia, India and South America, enjoying the confidence, esteem and patronage of all who have once dealt with him. He occupies commodious quarters at the above address, and carries a large and complete stock. He is prepared to quote prices on anything in the lines above noted, and all orders are carefully and promptly attended to.

FRED. A. CARLL, Real Estate, Loans and Investments, Fifth Floor, Room 49, No. 171 Broadway.—Mr. Fred. A. Carll has been established in business for ten years as a broker in real estate and insurance, and has developed a large, permanent trade of first-class character, bringing practical experience to bear, coupled with an intimate knowledge of the various residential and business sections of the city. Mr. Carll can be relied upon by the investing public to afford them judicious advice, and the benefit of his sound judgment in effecting purchases that will not only afford a steady income, but likewise almost a certainty of increased value in the near future. Mr. Carll makes a leading specialty of tenement property, securing tenants, effecting repairs, collecting rents, and placing insurance, and he does as large a business in this line as any one in the city, as he is noted for the judicious, profitable manner in which he handles estates for their owners. Mr. Carll negotiates promptly loans on bond and mortgage, and possesses every facility for conducting all operations under the most favorable auspices, and is always prepared to grant his clients every possible advantage.

H. HASENSTEIN, Architect, Room 123, Trinity Building, No. 111 Broadway.—It is a recognized fact throughout the world that Germany possesses the best scientific and polytechnical institutions, and graduates from these industrial colleges are found in all sections of the globe. Included among those architects who have had the advantages of an education in these schools is Mr. H. Hasenstein. He was born at Frankfort-on-the-Main, and was educated in the profession and science of architecture at Holzminden, Frankfort-on-the-Main, and at the Stuttgart University. In 1878 he came to this city, and entered the office of the late William Kuhles, with whom he remained, as managing clerk and head-draughtsman, for twelve years. Mr. Kuhles established the business in 1866, and upon his death, in 1891, Mr. Hasenstein succeeded to the control of its affairs. Though established but for a period of three years, Mr. Hasenstein has executed work that entitles him to prominent recognition as one of the successful of the younger generation of New York architects. His plans are prepared from original conceptions and drawn in strict conformity to the rules of the science of architecture. Among the many excellent specimens of his skill as an architect are the following buildings: Apartment house, Nos. 161 to 165 East 34th Street, and an elegant flat on 113th Street, both for D. H. Bultman; Mr. Koerner's warehouse, on West Broadway; Shirmer Music House, on 16th Street, and the Rochester Brewing Company's building, West 34th Street. Mr. Hasenstein makes a specialty of preparing plans for dwellings and residences, examples of his handiwork in this line abounding throughout the fashionable suburban districts. As emanations of his proficiency in this department of his profession, we merely mention the following: Six residences on Staten Island, for Mr. Keppelman; Mr. Roess-

ler's residence, Perth Amboy, N. J.; residence for Charles Kappes, at Clifton, Staten Island; and residences for William Sontag, Stapleton, and J. Schmidt, St. George, both towns on Staten Island.

SOUTHARD & CO., Timber and Lumber, Welles Building, No. 18 Broadway.—The lumber interest of New York is one of vast importance and in the final disposition of the products of the lumber camps and sawmills of the Middle and Southern States, the house of Messrs. Southard & Co. have long occupied a prominent position. This firm are wholesale dealers in timber and lumber and have been established in the business here since 1874. They are interested in 100,000 acres of standing timber in Georgia, besides controlling the products of several mills in New York, Michigan and the South. They are thus prepared to offer special inducements to dealers in all kinds of yellow pine, white pine, spruce, hemlock, bridge and dock timber, ship timber, railroad ties, California redwood, shingles and bill timber cut to order. The trade is supplied in car or cargo lots direct from the mills, shipments being made from Savannah and Brunswick, Ga.; Charleston, S. C.; Jacksonville and Fernandina, Fla.; Tomawanda, N. Y., and various points in Michigan. The timber and lumber supplied by this firm fulfills every possible requirement of the trade, and terms and prices are invariably placed upon a fair and equitable basis. The trade of the house is large and influential throughout New York, New Jersey and New England, and with exporters to South America, Central America, Mexico and the West Indies. The copartners, Messrs. Charles C. and Francis E. Southard, are natives of Boston, members of the Maritime Exchange, and thorough masters of every detail of the lumber trade. Armed with abundant experience and equipped with a full quota of energy, enterprise and sound judgment, it is by no means surprising that they should have achieved a marked success.

WILLIAM ARMSTRONG, Real Estate, No. 171 Broadway.—Prominent among the most active and enterprising members of the real estate fraternity is William Armstrong, who possesses a practical experience and intimate knowledge of present and prospective values of the leading residential and business sections, and as to the value of improved and unimproved properties. He always keeps on his books a full description of eligible properties offered for sale, while his connections are strictly of a first-class character, including many of our wealthy investors and conservative operators. Mr. Armstrong transacts every branch of the real estate business, buying and selling property, loaning money on bond and mortgage, appraising estates, managing properties, etc. He commands a steadily growing patronage, and enjoys the highest of reputations for honorable dealings, and full ability to promptly carry out any undertaking in which he may engage.

THE AMERICAN LUCOL COMPANY, No. 44 Broadway.—Until within the last few years, Linseed oil has been unique among oils in that it alone possessed the necessary working and drying qualities fitting it for use in painting. Cheap substitutes there were in any number, but naturally none could fill the bill, being mere mixtures of Linseed oil with some cheaper article. Chemistry has often come to the aid of man, and produced an article which was not found in nature. Perhaps one of the greatest boons for which we must thank chemistry was the discovery by an eminent chemist some seven years ago of the process of manufacturing Lucol. This oil has proved itself to be the peer of Linseed oil, and in many respects its superior, for, while possessing all the good qualities of Linseed oil as a paint vehicle, Lucol has in addition several important characteristics which make it especially well adapted for painting. It is more durable than Linseed oil, and has the singular property of covering and holding up with a smaller proportion of pigment. It also holds its gloss and the original tints of the pigments longer, and is not washed off if rained on before dry. For the above reasons Lucol is a much more economical oil than Linseed oil at the same price per gallon. This remarkable oil is manufactured by The American Lucol Company, with offices at No. 44 Broadway, this city, and at No. 308 Market Street, San Francisco, Cal., and factories at Carteret, New Jersey, and at Stege, California. The officers of the company are: James L. DeFremercy, president and general manager; C. Adolphe Low, first vice-president; Wm. Letts Oliver, second vice-president and H. M. Suermondt, secretary. The company was organized and incorporated under the laws of the State of Colorado in 1889, with a capital of \$1,000,000. Its works at Stege were erected in 1890, and those at Carteret in 1893. The business of the Company has from the date of its establishment rapidly increased in volume. The plants of the concern are very large and commodious, and give employment to a large number of skilled and experienced hands. The capacity of the New Jersey factory is 1,500,000 gallons per annum, while that of the California factory is 500,000 gallons, making a total of 2,000,000 gallons for both concerns. The storage capacity of the company alone amounts to 700,000 gallons. The American Lucol Company is represented on the Pacific coast by Messrs. W. P. Fuller & Co., one of the largest paint and oil concerns in the United States, having eight separate houses on the Pacific coast. The popularity of the firm's products is rapidly increasing under the able management of Mr. DeFremercy, who is an expert chemist. Lucol is being used by many of the largest concerns in the country, and the company has received testimonials of the highest character from such prominent corporations as the Staten Island Rapid Transit Railroad Company, Boston & Maine Railroad, Boston & Albany Railroad, North Pacific Coast Railroad, Maricopa & Phoenix Railroad Company, Southern Pacific Railroad, Central Railroad of Georgia, Giant Powder Works, Atlantic Dynamite Company, Boston Bridge Works, and a host of

others. The gentlemen managing the affairs of the company are all prominent in business circles, and are highly respected in social and commercial life. The directors are: James L. DeFremercy, C. C. Cuyler, of Cuyler, Morgan & Co.; George Hill, consulting engineer; C. Adolphe Low, capitalist; F. K. Pendleton, of Parish & Pendleton, attorneys; Chas. F. Zentgraf, president of the International Ultra Marine Blue Works, all of this city, and Wm. Letts Oliver, president California Cap Works, of San Francisco.

THE AMERICAN COTTON OIL COMPANY, Executive Offices, No. 29 Broadway.—Prominent among the most desirable forms of securities now offered to investors are those of the American Cotton Oil Company, whose executive offices are located as above. This company was organized in 1886, and now has a total capitalization of \$34,001,700, divided as follows, to wit: Common stock, \$20,237,100; preferred stock, \$10,198,600; debenture bonds, \$3,566,000. This company have manufacturing properties as follows, viz: seventy-three crude oil mills, fourteen refineries, four lard and cottolene plants, nine soap factories, fifteen cotton ginneries, four cotton compressors, and eight fertilizer mixing establishments, which are located in sixteen different states. The mills in operation are distributed through Mississippi, Georgia, Alabama, Arkansas, Missouri, Texas, Louisiana, South Carolina, North Carolina and Tennessee. The refineries are in New Orleans, Chicago, Cincinnati, Brooklyn, St. Louis, Louisville, Memphis, Providence, Little Rock, Guttenberg, N. J., and Gretna, La. The rolling stock consists of 346 oil tank cars, twenty-three box cars and one barrel car. The cash value of all the property of the organization amounts to \$17,485,311.43; and after deducting the debenture bonds and all other forms of indebtedness there remains \$12,771,022.12 as security for the \$10,198,600.00, of preferred stock, equal to 125 per cent. of its par value. From the last annual report of the officers, the shareholders have the satisfaction of knowing that their property is really increasing in value and productiveness, while the indebtedness is being steadily reduced. The enlightened popular demand for health foods has been met by this company with the most brilliant and gratifying success, in the introduction of its vegetable food-oils and products. Among its latest successes are numbered "Cottolene" and "Gold Dust Washing Powder." These articles have proven their superlative merits by widespread and increasing use, as well as by medical and hygienic testimony. State companies have been formed for operating crushing mills in Alabama, Arkansas, Georgia, Mississippi, Texas, North Carolina, South Carolina, Tennessee and Louisiana; also refineries in various parts of the country. The transfer agents and registrars of debenture bonds are Messrs. Winslow, Lanier & Co., bankers, No. 17 Nassau Street; the registrar of preferred and common stock is the Central Trust

Company of New York, No. 54 Wall Street. The executive officers of the company are as follows, viz: chairman of the board of directors, Edward D. Adams; finance committee, Edward D. Adams, chairman, George Austin Morrison, Mayer Lehman; president, Thomas R. Chaney; second vice-president, Robert F. Munro; secretary, Robert F. Munro; treasurer, Justus E. Ralph; general counsel, Messrs. Sullivan & Cromwell, No. 45 Wall Street, New York city. These gentlemen are widely and favorably known to New York financial circles, and are faithfully discharging the onerous duties devolving upon them. Mr. Frank Bosse, the auditor of the company, has occupied his present position for the past eight years and faithfully discharged the duties of the office to the satisfaction of all. The operations of the company are so large and widely extended that a special department was organized some time since to give exclusive attention to its insurance matters. This is under the management of Mr. Philip La Tourette, who is a gentleman of thirty-eight years, and has for the past twenty-three years been connected with leading insurance interests in this city. The department of statistics is under the management of Mr. O. H. Jenssen, an expert in this line, who possesses wide acquaintance and experience in this work, and who has been with the company for the past twelve years. The advertising department is looked after by Mr. John T. Collins, who has been with the concern since the formation of this department three years ago. He is a native of Boston, Mass., born in 1844, and served with the Army of the Potomac during the Rebellion. He was engaged in the lumber business in the South for fifteen years following the close of the war, and was appointed by President Grant a collector of customs for the district of Brunswick, Ga., and served in that capacity for thirteen years.

JOHAN A. CASEY, Turpentine and Rosin Oil Distiller, Spirits Turpentine, Rosin Oil, No. 142 Maiden Lane.—One of the most reliable and successful concerns in this line of industry in the United States is the old established and reliable house of Mr. John A. Casey, turpentine and rosin oil distiller, and dealer in spirits of turpentine, rosin oil, pitch, tar, rosin, bright varnish, black and drug varnish, tar, oil, etc. Mr. Casey, who was born in this city, brings to bear a wide range of practical experience in all that pertains to this important line of trade, coupled with a perfect knowledge of the special requirements of both the home and the foreign markets. He founded his present house in 1864, and during the thirty years that have since elapsed, he has always maintained it in the front rank. From the outset he secured widespread and valuable connections and built up a business which in point of magnitude of operations and importance is second to that of no other house similarly engaged. The

distillery is located in South Brooklyn, at the corner of Commerce and Richard Streets. It is a large and commodious two-story structure, and its several departments are equipped with a costly and elaborate plant which comprises all the latest perfected machinery and appliances known to the industry, and a numerous force of skilled workmen are employed. In this city Mr. Casey occupies the ground floor and basement of a building having a frontage of 25 feet on Maiden Lane and a depth of 100. Here he carries a heavy stock of the products of his distillery. The trade extends all over this country, also to foreign parts, and the house is a valuable addition to the export business of New York.

PETER PULVER & SONS, Manufacturers of the Pulver Lubricating Compound and Cups, Cylinder and Lubricating Oils; Manufacturers' Agents and Dealers in Engineers' and Steam Users' Supplies, No. 214 Franklin Street.—A leading representative of the cylinder and lubricating oil industry is the widely known house of Messrs. Peter Pulver & Sons, who are also manufacturers' agents and dealers in engineers' and steam users' supplies of every description. They established business on the basis of the highest grades of materials, and the most perfect workmanship, coupled with the exclusive control of many improved processes. The business was originally founded by the firm of Cook & Pulver, which was dissolved by mutual agreement February 25, 1884. All their trade marks were assigned to Mr. Adam Cook, and the right to continue the manufacture of the product was reserved by Mr. Peter Pulver. The present firm was then formed, composed of Mr. Peter Pulver and his two sons, Wm. H. and Robert E. Pulver. The senior partner died in 1893, and the business has since been carried on by the surviving partners, no change being made in the style of the firm. The premises occupied consist of a four-story and basement building, having a frontage of 25 feet and a depth of 60. The works are equipped throughout with the finest and latest improved machinery and appliances, and a full force of skilled workmen are employed. An immense stock is always carried of the products of the works, the "Pulver Lubricating Compound and Cups" and the "Diamond" brand of cylinder, spindle and dynamo oils, "Ruby" engine, machinery, and signal oils, etc. The firm are also selling agents for the "Rainbow" flange packing, "Eclipse" sectional gaskets, "Peerless" piston packing, "Rainbow" gaskets and valves, plain and sectional ring packings, etc., and are manufacturers' agents and dealers in engineers' and steam users' supplies of every description. The firm employ several traveling salesmen, and have correspondents in all parts of the world, and they do an immense American and export trade. Both partners were born in this state and are residents of this city, and Mr. W. H. Pulver is a member of the Masonic Order.

L G. MULLER, Poplar, Pine and Hardwood Lumber, Washington Building, No. 1 Broadway.—There is perhaps not one among our rising lumber merchants who is better known or more successful than the gentleman whose name heads this sketch. He is whole-

sale dealer in poplar, pine and hardwood, and handles lumber and logs for export. He deals in all kinds and all grades of lumber, and his specialties are hardwoods, poplar, maple flooring, North Carolina pine, cypress and redwood. He does a very large business in this city and throughout the Eastern States, and exports quite largely also. His annual sales reach a very handsome figure.

Mr. Muller is a native New Yorker, a man of energy and experience, and is a member of the New York Lumber Trade Association. He has been established a num-



L. G. Muller

ber of years, and has had a prosperous business career. He enjoys unexcelled advantages in respect of sources of supply, and ships direct from mill, at various points in the South and West. He sells in car lots, and by the cargo, and is prepared to supply the trade, car builders and large manufacturers at lowest rates. Mr. Muller, whose offices are as above, exercises close personal supervision over every detail of the business. He can fill orders promptly for car or cargo lots, on short notice, and on the most favorable terms; and persons having dealings with him are assured of liberal, honorable and satisfactory treatment, in every instance.

P RICE & HART, Hardwoods at Wholesale, No. 18 Broadway.—This firm established their business here in 1889, bringing to bear vast practical experience and a thorough knowledge of the trade, while their resources and facilities are fully in keeping with their experience. They are especially prominent as selling agents for the Gauley Company, of Camden-on-Gauley, Webster County, W. Va. This company was organized in 1892, and own 168,000 acres of timber land, with two mills, which have a capacity of 100,000 feet per day. Messrs. Price & Hart sell all the output, and are likewise agents for the Indiana Lumber and Veneer Company, of Indianapolis, Ind., for the Eastern market; and represent various other mills. The specialties handled embrace white wood, poplar, oak, ash, chestnut and spruce, which they supply to dealers in car and cargo lots in any amount desired, at short notice and on the most favorable terms. They number among their permanent customers many of the largest and leading lumber merchants throughout New York, New Jersey and New England, and their sales aggregate about 35,000,000 feet of lumber per year. Orders by telephone, "1257 Broad," by telegraph or mail, receive immediate and careful attention in all cases. The copartners, Messrs. E. M. Price and Walter T. Hart, are well-known members of the New York Wholesale Lumber Dealers' Association and the New York Lumber Trade Association, and gentlemen of the highest standing in the trade.

D ANIEL T. MCGUIRE, Real Estate, Room 53, No. 171 Broadway.—The representatives of the real estate brokerage fraternity have long held a position of influence and honor in the commercial circles of the city, and bring to bear the highest order of talent. Prominent among the number thus referred to is Mr. Daniel T. McGuire, who is a native New Yorker, a popular member of the Real Estate Exchange, and has been established three years, prior to which he was for three years with V. K. Stevenson, real estate broker. His knowledge of New York realty is thorough in its accuracy, and investors can in all cases rely upon his sound judgment. He is manager for a number of large estates, and makes a leading specialty of this branch of the business. All departments of real estate transactions are given close attention.

THE NEW JERSEY TERRA COTTA COMPANY, K. Mathiasen, President, Manufacturers of Architectural Terra Cotta, Downing Building, No. 108 Fulton Street.—There is no country in the world which surpasses the United States in the manufacture of architectural terra-cotta, as is demonstrated by the vast number of magnificent buildings on which architectural terra-cotta is used, numerous especially in New York. Several large concerns are here devoted to the manufacture of architectural terra-cotta as an external decoration on buildings, and without doubt the most prominent of them all is the New Jersey Architectural Terra Cotta Company, of Perth Amboy, N. J. The products of this company have been used in many of the largest buildings in the United States. A fine sample of their work can be seen at Nos. 26-28 Cedar Street and 56-58 Pine Street, New York,—a fourteen story office-building facing both streets. Much of the work of the company is used in the Southern States and throughout the New England States. The business was founded in 1887 by Karl Mathiasen, under the name of Mathiasen & Hansen. In 1893, the present company was incorporated with Karl Mathiasen as president. On June 27 the works were destroyed by fire, but were again completely rebuilt in October, 1894. Mr. Mathiasen is a native of Denmark. He came to this country nearly a quarter of a century ago, and was one of the first to start this industry in the United States.

R. M. UPJOHN, Architect, No. 111 Broadway.—When a professional business has been conducted for almost three-score years by father and son, successively, it is the surest indication that the same methods have been practised by both. Such is the record of the name Upjohn in the profession of architecture, for the business, to-day conducted by R. M. Upjohn, architect, was established sixty years ago by his father, who for forty years was recognized as one of the eminent members of the profession in this city, and as a specimen of his early handiwork is seen to-day such historical landmarks as Trinity Church, which was built from his plans. Thirty-five years ago, or in 1870, R. M. Upjohn succeeded to the business, and the name has since retained, and added to its former high repute. Mr. Upjohn is known throughout the profession and country as an all-round architect, but it is as the originator and designer of grand and beautiful church edifices that he has specially distinguished himself and demonstrated his talents as an architect. The fame and repute of this gentleman's work extends from one end of the country to another, and examples of his artistic skill and original emanation or conception abound in all sections of the country. Among the work that he has executed may be mentioned St. Peter's Church, Albany, N. Y.; St. Mark's Church, Augusta, Me.; St. Paul's and St. George's Churches, Brooklyn; Central Church, Boston; Trinity Church, East New York; St. John's Church, Cohoes, N. Y.;

St. Paul's Cathedral, Fon du Lac, Wisconsin; Trinity Parish School, Church Street, New York City; Park Church, Hartford, Conn.; West Middle School and State Capitol building, Hartford; Stevens Institute, Hoboken, N. J.; Hobart College library and chapel buildings, Geneva, N. Y.; and Delaney Memorial, same place. To give a detailed enumeration of his work in other lines would require several pages of this review, but the following are too important to be omitted: Residences for S. B. Duryea, W. C. Sheldon and James A. Cowan, Brooklyn; the archways or entrances to Greenwood Cemetery, Brooklyn; residences for George F. Fay, Fitchburg, Mass.; William Mathews, Rye, N. Y.; E. A. Straw, Manchester, N. H.; Judge Church, Meadville, Pa., and many parsonages for various churches. The First National Bank of Kingston, N. Y.; National Banking Company, Newark, N. J.; the Trinity Church, New Rochelle; chancel of St. John's Chapel, on Varick Street, D. B. Fearing's store building, on Reade Street, and P. Murphy's storehouse, in City Hall Place, were all built from his drawings. Mr. Upjohn has always been identified with measures for the advancement of professional objects, and was one of the founders of the American Institute of Architects and belongs to the Architectural League, as well as other foreign and American scientific associations. His integrity of character, combined with his genius, has won him the respect of the fraternity and the esteem of his fellow-men.

THE TUCKER ELECTRICAL CONSTRUCTION COMPANY, General Contractors, Nos. 14-20 Whitehall Street.—This company are engineers and contractors for electric light and power plants, electrical wiring of buildings, installing isolated and central stations, telephone lines, burglar alarms, watchmen's clocks, etc. The company was organized in 1887, under the laws of New Jersey, with a capital of \$50,000, and is officered as follows, viz: James R. Strong, president; William E. Gavit, treasurer and manager; Henry A. Sinclair, secretary. These gentlemen bring to bear the widest possible range of practical experience, and are conversant with all the latest and most approved methods and appliances, while their outfit and force of assistants are all thoroughly organized. They have executed important contracts for the Plaza Hotel, Hotel Savoy, Cornelius Vanderbilt's residence, Corn Exchange National Bank building, Continental Fire Insurance Company building, Mohawk building, Wilkes building, and other places in this city, and their services are in constant and important requisition in city and country. Their prices will be found to compare favorably with those of any other concern. President Strong was formerly with the United States Electric Company; Treasurer Gavit was with the Western Electric Company; and Secretary Sinclair is a member of the American Society of Electrical Engineers. The skillful and reliable character of their work affords substantial reasons for the rapid growth of the company's interests.

TIDE WATER OIL COMPANY, No. 12 Broadway.—This company are extensive manufacturers of petroleum products of all kinds, and operate large works at Bayonne, N. J.; and are, in conjunction with the Tide Water Pipe Company, Limited, also owners of three hundred miles of pipe line from Bradford, Pa. to Bayonne, being the main line, of six-inch pipe, which has branches from Bradford, Pa. to points in the Pennsylvania oil regions. The company was organized under the laws of New Jersey, and is officered as follows, viz: Directors; Sam'l Q. Brown, president; Josiah Lombard, vice-president; A. A. Summer, treasurer; Marshall Ayres, J. H. Cuthbert, R. E. Hopkins, Rob't D. Benson, with a full paid in capital of \$5,000,000. The company's expert management and enterprising policy is generally recognized. The capacity of its pipe-line is 12,000 barrels per day, and they have 342 oil storage tanks located at Bayonne, Bradford, and along the line to the oil regions, with a storage capacity of 1,578,000 barrels; 70 crude oil stills, with a capacity of 10,000 barrels per day, and a pumping capacity to supply the refinery with fifteen million gallons of water daily. The plant at Bayonne covers eighty-five acres of ground, with docks accommodating thirty vessels, and a depth of twenty-seven feet of water. Their barrel shops have a capacity of 1600 barrels a day; consuming 30,000 staves daily; and their case and can shops can turn out 16,000 cases and 32,000 five-gallon cans a day, consuming daily 83,000 feet of lumber and 80,000 pounds of tin plate. The company have transportation facilities both by rail and water that cannot be rivalled as regards economy and prompt dispatch. Direct access to its wharves is afforded to the largest steamships and sailing vessels, where they are speedily loaded for Europe and the East, a specialty being made by this company of its export trade, which is immense and influential and extends to all parts of the civilized globe. A prominent specialty is made of illuminating oils of the highest standard, pure water-white, of the extreme fire-test, non-explosive, and widely preferred for their splendid light-producing qualities. These refined oils are popular favorites both at home and abroad. In lubricating oils this company is also deservedly famous; its cylinder, engine and machinery oils are manufactured with the greatest care and by the most approved processes,

the result being that they are pure and reliable, guaranteed free from acids or grit, of high fire test and low cold test, and in constantly increasing demand among leading manufacturers, steamship lines and railroad companies. The company's paraffine oils, naphtha, benzine and other products will be found equally superior, meeting perfectly every requirement of the trade. The officers of this company are deservedly prominent in commercial and trade circles, and under their expert and progressive direction this corporation continues to be a prime factor in New York's petroleum trade, greatly promoting its supremacy, and retaining the confidence and patronage of the petroleum trade of the world.

THE PLATT & WASHBURN REFINING COMPANY, Petroleum Products, No. 58 Pearl Street.—The refining of petroleum and its various products is an extensive industry in which New York has a large participation, owing, in a large degree, to the convenience of shipment which the city's water-front presents. A representative concern in this line of enterprise, is the PLATT & WASHBURN REFINING COMPANY, a corporation organized under the laws of the State of New Jersey in 1885, having an office and warehouse at above address, and works at Bayonne, New Jersey. This house does a very large business in "WOOL OIL," both in this country and abroad, and does an extensive export business in all LUBRICATING OILS



AND GREASES, one of the principal articles of export being "COACH-OIL," which is used for carriage axles, dressing for harness, carriage tops and all kinds of leather, as well as a healing ointment for cattle and horses. Chas. Markell & Co., of Sydney, Australia, are the sole agents for "COACH-OIL" in Australia and New Zealand. The President of the Company is Mr. George S. Richards, a genial gentleman, in the prime of life, and with a large experience as an oil manufacturer. He resides in the City of Brooklyn. The Vice-President, Mr. Robert D. Benson, is a young Pennsylvanian with large business interests, living in Passaic, New Jersey. The Secretary, Mr. John E. Burns, is in the prime of life, and has been engaged in business for many years. He has a large acquaintance among the business men of New York, and resides in Brooklyn. They are all men of wide experience, and held in high consideration in business circles.

WOOL OIL REFINING COMPANY, Wool-ola Toilet Soaps, Surgical and Chemical Preparations, Cosmetics, Etc., Office, No. 131 Liberty Street.—The virtues of wool oil extracts as curative agents have long been known to chemists, but not until a comparatively recent period were the wonderful possibilities of the products referred to fully realized. It is now used for the manufacture of various highly meritorious preparations. It was Prof. Liebreich, of Berlin, who first discovered the method of extracting and refining the fat from the wool of sheep. He also called the attention of the profession to the great rapidity with which it was absorbed by the skin, thus making it one of the best materials known for the base of all ointments. Lard and petrolatum were formerly used for this purpose, but they soon dropped



into disuse when the desirability of wool fat became known. All or nearly all of these preparations were, until recently, made abroad, mostly in Germany, but their cost was so great that in a measure their use was restricted. The American manufacturer, by dint of energy and experiment, sooner or later meets every demand of science, and now the Wool Oil Refining Company have completed a perfected process by which a most superior article is made and which is sold at a much less price. They have given it the name of Wool-Ola, and careful clinical experiments have shown that it is absorbed with great rapidity, forming a base unequalled for ointments. Applied alone with frequent rubbing, it nourishes the skin to such an extent that wrinkles go away, and many of the minor forms of skin diseases, due to malnutrition of these parts, yield readily to its influence and are cured. Wool-Ola toilet soaps, surgical and chemical preparations, cosmetics, etc., are manufactured from pure wool oil, by the Wool Oil Refining Company, whose works are at Pompton Lakes, N. J. Wool-Ola lubricates, cleanses, protects and heals. It is the most perfect and effective article for the purposes intended on the market, and is in extensive and growing use. Wool-Ola, in its various products, is graded for use from the tenderest toilet to the veterinary service of the race track: jellied to a delicious cream for the complexion, or canned in pure bulk for its lubricating and healing effects alone. Cuts, burns, bruises are allayed and protected from the poisonous air that causes the greatest pain. Wool-Ola moistens, freshens, feeds the skin its normal food. It relieves the strained and stiffened muscles, and relaxes the congested organs. The sore and inflamed throat or chest, or limbs, the result of colds, incipient rheumatism, the approaching catarrh, grippe, diphtheretic troubles, and the chilling pains of a bilious attack may be assuaged and dispelled by firmly rubbing Wool-Ola upon the afflicted parts. It will heal and dispel those embryo tumors that are the terror of the hemorrhoids, restoring the congested veins, relaxing the half-paralyzed nerves, and bring that soothing relief that assists Nature

to restore her work. It is invaluable as a remedy in the house, the field, or the stable, for every domestic animal is so like man, the same curatives will serve them best.

STECK & CO., Anchor Oil Works, No. 219 Front Street.—During the seven years or more that this firm have been established they have been highly prosperous, and all the indications are that their success is certain to endure. Handling and producing a superior article, and devoting close attention to the wants of customers, they have built up a large and flourishing business. This enterprising firm is composed of C. E. Steck and F. G. Steck, natives of New York city, who are men of push and energy, and of many years' practical experience. They do all their own blending, and are well and favorable known in oil circles. Steck & Co. are refiners of and dealers in high-grade lubricating and burning oil, and their trade extends throughout the United States. They occupy a commodious four-story building, and have first-class facilities. The office is connected by telephone, "3079 Cortlandt," and all conveniences are provided. A big stock is constantly kept on hand here, and includes whale oil, lard oil, mineral oil, machinery, engine, cylinder, spindle, wool, and other oils for lubricating and illuminating purposes, signal oils being a specialty. The firm can supply dealers and large consumers at lowest figures consistent with quality of products, and all orders receive immediate and careful attention. They are now making a specialty of Castor Oil Axle Grease, which is particularly adapted for use in hot climates on agricultural implements, farm wagons, etc. It is made from pure castor oil, and is an article of exceptional merit. Messrs. Steck also conduct a branch house at Nos. 2114 and 2116 Congress Avenue, Santa Fe Depot, Houston, Texas, where they have erected a commodious warehouse for their own use.

A. B. GIBBS, Manufacturer of Linseed Oil, and Commission Merchant, No. 144 Pearl Street.—For over half a century, or since 1842, this gentleman has been established in business. He is one of the oldest in his line in this city, and has had a prosperous and an honorable business career. He is well and favorably known in commercial circles, and has correspondents in all parts of the civilized world. He has a large trade throughout the United States, and exports to Great Britain, and other countries. He has a well-equipped factory at Green Island (near Troy) N. Y., and employs some twenty-five hands there. His productive facilities are first-class and his products are of a superior quality. Mr. Gibbs is a gentleman of mature years, active and energetic. He was born in New York State, and has long been a resident of this city. He is essentially a self-made man, and has made his way in life by his own unaided efforts and untiring industry. Mr. Gibbs occupies commodious quarters as salesrooms, and carries a large stock, which includes besides linseed oil, also oil cake, oilmeal, clean and ground flaxseed. He can quote lowest prices on anything in his line, and is prepared to fill orders for any quantity, for home consumption or export, on shortest notice.

HORACE GREELEY KNAPP, Architect, Nos. 106 and 108 Fulton Street.—Turning to a consideration of architectural interests, one's thoughts revert intuitively to the name of Horace Greeley Knapp, an architect of rare originality, whose handsome creations dot the landscape in widely separated sections of our country, and whose bright intuition, allied with artistic genius and faithful and well-studied attention

to detail of construction, have led to the capture of first prize whenever his efforts have been enlisted in competitive work. Mr. Knapp, though still quite a young man, has been for twenty years established as an architect, he having abandoned a prosperous business as a builder, in which he was employing a large force



TAYLOR BUILDING, BUFFALO, N. Y.

of mechanics, to follow the natural bent of his mind, at eighteen years of age. That apparently rash act of youth long ago found its justification in the national reputation he has won in the profession of his choice, a profession the highest circle of which he now adorns. Learning the minutiae of his art in this city, he early sought the breadth of opportunity to be found farther west and was for a time in Buffalo, in which city the fine Wells Building will stand as a monument to his creative skill; as also Taylor's Theater and Office Building, and the Real Estate Exchange Building. These, with "Gray Crags," on the Palisades, New York, built for W. S. Opdyke, are but examples of his masterpieces. Without dimming in any measure the lustre of his name as an architect, and one of the most valued members of the American Institute of Architects, the suggestion may be ventured that the foundation of his remarkable success in that profession was laid in the thorough practical experience he gained in the mechanical part of the building trade. Strong color is lent to this supposition by the fact that he has achieved a widespread celebrity for the remarkably wide disparity between the apparent and the actual cost of his buildings; his intimate familiarity with the best labor-saving devices and material invariably causing his houses to cost far less than others of similar pretensions, though in his buildings nothing is sacrificed, either in beauty or utility, strength or durability. If all that has been said could be blotted from recollection, Mr. H. G. Knapp would remain one of the most remarkable men in his profession, by

virtue alone of his individuality as the inventor and patentee of the Knapp Portable Buildings. These, when planned on the most elaborate scale, are designed to be manufactured by machinery, and to be crated and shipped to any part of the world in such shape that they can be erected without the driving of a nail or the aid of a mechanic. The full force of this presents itself to the mind when it is remembered that the invention applies to many-storied and elaborate structures. To exploit this valuable patent as it merits, a company is shortly to be formed, with a capital of \$250,000, and a plant will be acquired for the manufacture of these portable buildings. Catalogues may be had on application. Mr. Knapp was born in a rural part of Rockland County, and owes his prominent and enviable position to his own decision of purpose and untiring effort.

HILTON & DODGE LUMBER COMPANY, of Darien, Georgia, Office, No. 81 New Street.—There is no more important department of trade in the great manufacturing and commercial city of New York than that which is devoted to the lumber and building interests. The magnitude of the trade in this line is best demonstrated by the thousands of buildings going up on every hand here and throughout the surrounding cities and suburbs, the supplies for which pass through the hands of those interested in the business in this city. Among those engaged in this line of trade will be found the prosperous, progressive and representative house of the Hilton & Dodge Lumber Company, of Darien, Georgia, which is engaged in furnishing certain lines of material for the building industry, maintaining a high reputation for handling only first-class materials and for upright business methods. The officials of this company are Mr. Joseph Hilton, president, of Nyack, this State; Norman W. Dodge, first vice-president, who was born in New York and lives in Connecticut; James L. Foster, second vice-president, of St. Simons Island, Georgia, and R. P. Paul, secretary and treasurer, who resides at Darien, Georgia. The company was organized and incorporated under the laws of the State of Georgia in 1888, with a capital of \$1,000,000, and from the start its career has been one of unvarying success. It operates nine mills, located, at Doboy and Union Islands and Lower Bluff in the port of Darien; St. Simons Island, port of Brunswick, and Satilla River in Georgia, and manufactures from sixty to seventy millions feet of lumber annually. It offers the finest grades of yellow pine and cypress lumber, in car load or cargo lots at the lowest prices. Having superior shipping facilities at all of its mills it is prepared to handle large lots with the greatest ease. The office here is neatly fitted up and provided with every convenience for the transaction of business, including telephone connection, "414 Broad." The officials of the company are gentlemen of ability and superior business attainments, and are highly respected in financial and social circles.

F. E. McALLISTER, Seed Merchant and Importer, No. 22 Dey Street, Near Broadway.—During the eighteen years that this house has been in existence it has acquired merited prominence for the superior quality and purity of all seeds grown or sold by it. Mr. McAllister occupies the entire building at the location mentioned, which has five floors, besides a basement and sub-basement, the whole having a frontage of 25 feet and a depth of 80 feet. The warehouse is finely fitted up and conveniently arranged, a thorough system of organization pervading the entire establishment. Here is to be found one of the largest and most complete stocks of garden and flower seeds, bulbs, agricultural implements, tools, florists' requisites, etc., to be found in the city or State, together with bird seed, prepared food for mocking-birds, bird fanciers' supplies, etc. The business is both wholesale and retail in its character, and is constantly increasing in magnitude. As to facilities for promptly and satisfactorily filling orders no house in the United States is more perfectly equipped. Every care is taken in the selection of seeds, etc., which are obtained direct by Mr. McAllister from the most celebrated growers in Europe and in this country. Many of the seeds to be secured here are of a quality and fertility difficult (and in many cases impossible) to be obtained elsewhere. The out of town trade in seeds has attained proportions of great magnitude, and the success that has attended the use of these seeds, insuring large crops of the choicest quality, are their best recommendation. Mr. McAllister issues a handsomely illustrated catalogue or price list of high grade florists' flower seeds, vegetable seeds, bulbs, azaleas and florists' supplies, and as this can be had free on application by those in the trade, it ought to be in the hands of every florist in the country. Mr. McAllister's trade extends throughout the Union, to South America and Europe. He is an active and energetic business man whose wide range of experience and thorough knowledge of the wants of the trade, and of agricultural and other consumers, place him in a peculiarly advantageous position to promptly and efficiently meet the needs of his patrons, in which task he is aided by from twenty-five to thirty assistants. Mr. McAllister is a native of Jersey City and a resident of New York. Telephone call, "2938 Cortlandt."

A RTIC FREEZING COMPANY, J. V. Bootmann, Manager, Cold Storage and Freezing, Nos. 119, 120 and 121 West Street.—Some years ago the amount of natural ice consumed in the United States amounted to but 15,000,000 tons, but this quantity is now doubtless much less, owing to the introduction of artificial ice producing apparatus, and more improved methods of refrigeration. The latest improved application of new ideas in this line is exemplified by the Arctic Freezing Company, telephone "1053 Cortlandt." This business was originally started in 1880, on Washington Street, when the means used by the firm to pro-

duce refrigeration were simply salt and ice. In 1887 a removal to the present premises was effected, and improved methods put in operation. The immense plant consists of three large buildings, of five stories each. The equipment is of the most complete character, and includes a C. G. Meyer refrigerating machine, having an holding capacity of from sixty-five to seventy earloads of fruit, vegetables, meats, game, poultry, butter, cheese, eggs, etc. There are also fifty-three large storage rooms, easily accessible by a large freight elevator. Better cold storage and freezing facilities cannot be obtained anywhere, while the charges that prevail are uniformly reasonable. The manager of the business, Mr. J. V. Bootmann, has held this position since 1880, when the enterprise was first started. He is a thoroughly experienced business man, and enjoys the good-will of all who know him.

J OHN KRAUSS, Fancy Baskets and Willow Ware, Nos. 136 and 138 Greene Street.—The prominent and progressive house of Mr. John Krauss has, by reason of its able policy and magnificent resources, secured the largest and most important trade in fancy baskets and willow ware in the United States. The business was founded in 1877 by Messrs. Lauderback & Krauss, the present proprietor succeeding for his own account in 1882. As an importer and manufacturer, Mr. Krauss permanently maintains the lead in his line. He carries the largest and finest stock of imported and domestic baskets in this city, while his line of goods comprises every variety of willow ware. He exercises the greatest care in the selection of his materials, and maintains the highest standard of excellence in all his productions, which are justly celebrated for originality and beauty of design and artistic workmanship. He manufactures by far the finest and most comprehensive line of willow ware in America, and as a result his goods are in preferential demand by leading jobbers and retailers throughout the United States and Canada. The largest orders are filled with promptness and on the most favorable terms, and the wares lead the market for style, novelty and merit. Among the specialties are hair pin and cushion baskets, wall pockets and broom holders, fancy candy and work baskets, lined work boxes and fancy lined work stands, ladies' fancy work stands, infants' stands, music stands, office baskets, fancy scrap baskets, knitting baskets, flower baskets, fruit baskets, school bags, knife baskets and table mats, fancy clothes hampers, willow trunks, fine willow bassinets, lunch baskets, market and traveling baskets, doll's cradles and assorted toys. A corps of talented salesmen represent the house upon the road, and illustrated catalogues mailed free. Mr. Krauss is a native of Germany, who came here in his boyhood, and has won a deservedly high reputation for skill and genius as a manufacturer, and for reliability as a business man.

GUSTAVE A. JAHN & CO., Sugars, Molasses, Rice, Syrups, No. 98 Wall Street.—This ably-conducted house is essentially a leader in its special line. The inception of this great business dates from 1854, when it was inaugurated by Mr. F. Lyman, to whom succeeded in 1859, the firm of Messrs. F. Lyman & Co. In 1880 the firm of Jahn, Verplank & Co. was formed, and finally the management of the house passed in 1883, into the hands of the present firm, composed of Gustave A. Jahn and William J. Griffiths. Mr. Jahn was born in Germany, and came to this city in childhood. At the age of fourteen years he entered Mr. Lyman's service as office boy, and has ever since been connected with the house, working his way up from the lowest rung of the ladder of success, until to-day he is the head of the concern. The headquarters of the firm are in this city, while a branch office has been established at Lake Charles, La., the house being the agent for the Lake Charles Rice Milling Company, of Louisiana. A rice mill is operated in Brooklyn, where from thirty to forty hands are steadily employed. Eight assistants are employed on the New York premises, and a very heavy trade is done from here, as well as abroad, in sugars, syrups, molasses, rice and kindred staples. Orders receive prompt attention, and the firm's facilities enable them to quote the lowest prices. Mr. Jahn resides in Brooklyn, and is a 32° Mason, and for over twenty-seven years has been a member of the National Guard of this State, holding the rank of major. Mr. Griffiths is a native of New York, and a popular and active young business man.

ANSON J. MOORE, Teas and Coffees, No. 96 Wall Street, Between Water and Front Streets.—A representative and reliable house engaged in the wholesale and retail trade in teas and coffees, and whose extensive operations are conducted with vigor and marked success, is that of Mr. Anson J. Moore. This business was founded in 1882 by Mr. Henry A. Schmitt, to whom the present proprietor succeeded in 1893. He brings to bear a wide range of practical experience in all that pertains to this important branch of trade, and a thorough knowledge of the tea and coffee markets of the world. Mr. Moore, by his able and enterprising methods, has greatly extended the scope of the already large business which he received from Mr. Schmitt, and his total annual sales now reach a very handsome figure. His wholesale trade covers all parts of the continent, necessitating the services of several traveling salesmen, who are constantly on the road, and his regular customers are to be found in the ranks of leading jobbers and dealers in all great centres of population. At retail he has secured a large and first-class patronage in New York and Brooklyn. Mr. Moore's store is desirably located, and has an area of 25 x 60 feet. It is neatly fitted up and appointed, and is equipped with modern conveniences for facilitating the advantageous prosecution of the business. Three assistants are employed, and customers are waited on with promptness and courtesy, and their orders are filled satisfactorily and at lowest

prices. Mr. Moore is also a tea broker, and handles only the best and purest teas and coffees, such as he can honestly recommend to the public. He is a native of this city, and a member of the New York Athletic Club.

THE NEW YORK STEAMSHIP AND HOTEL SUPPLY COMPANY, R. S. Beston & Co., Proprietors, Nos. 241 and 243 Greenwich Street.—This extensively known firm was founded in 1885, and enjoys high repute, abroad as well as at home, the influential and permanent patronage it has secured being derived from all the shipping and local interests of the metropolis. The firm does a large business in groceries, provisions, fruits and produce of all descriptions. It has special facilities for supplying steamships, merchant vessels, and yachts with stores for long voyages or short cruises, and also has extensive contracts for provisioning hotels and restaurants, besides having a large general trade in this city. The favorable reputation the house enjoys has been earned by the uniform excellence of the articles it handles. The concern occupies the whole of a four-story building, 22 x 100 feet in area, where constant occupation is given to a force of fifteen employees. A special feature of the establishment is its extensive cold storage department, where perishable provisions of all kinds are kept sweet and fresh through all the changes of the seasons, and absolutely free from any manner of deterioration. Mr. Beston, the head of the firm, is a native New Yorker, and one of the most popular members of the commercial community.

THE KOERBER NUT MEAT COMPANY, Importers and Dealers in Nuts in Shells and Shelled Nuts, Manufacturers of all kinds of Nut-Meats, Nos. 173 and 175 Chambers, Corner Greenwich Streets.—Though this house was organized in 1894 the name of Koerber has been one of those most familiar to the trade for many years, Mr. R. C. Koerber, the head of the firm, having been actively engaged in the business for the past fifteen years. Mr. M. A. Koerber, his brother and partner, is a younger man, and also possesses large practical experience. The firm are importers of and dealers in nuts in shells and shelled nuts. They are also manufacturers of all kinds of nut-meats, which they specially prepare for confectioners' use. One of their specialties is polished pecans and pecan meat, which have won a richly deserved popularity in the trade. They do a large importing trade in almonds in large quantities, and the quality of the nuts which they import is not excelled by any house in the trade. The house deals with the wholesale trade, and its custom extends all over the country, from Maine to California. It is seldom that a new house is able to build up such an enormous business within its first year, but this house had unusual advantages by reason of the long practical experience of Mr. R. C. Koerber, and his wide and honorable acquaintance among the trade, and his long experience as a buyer enables him to furnish only the very best grades to his customers. Both the members of the firm are known as men of reliability and integrity.

G. AHRENS' SONS, Wholesale Grocers, No. 79 Dey Street, Between Washington and West.—To the superficial observer, the magnitude of a given industry is all that is thought to be worthy of attention, never stopping to consider the amount of patience, energy and forethought that has been expended in the process of development to the observed proportions. In regard to the growth of the house of G. Ahrens' Sons, wholesale grocers, at the above address, it may be in a large measure ascribed to the well-known business policy of the firm, which, briefly stated, is, first to make no representations which cannot be fulfilled to the letter; and second, to encourage large sales and small profits rather than a small business and large profits. The house is one of the oldest in its line in the city. It was founded in 1842 by Mr. Gerhard Ahrens, and remained under his management up to 1884, when he was succeeded by his sons, Messrs. William G., Charles E., and Alex. A. Ahrens. These gentlemen are natives of this city, members of the National and the New York Wholesale Grocers' Associations, and thoroughly conversant with all the requirements of the trade in which they are engaged. The premises occupied consist of a four-story building, furnished throughout with every modern facility for the prompt fulfillment of orders and the economical handling of the goods. An immense stock of groceries is carried, also butter, eggs and produce, and all orders received by the Messrs. Ahrens are filled at lowest current quotations.

G. CAVALLARO, Importer and Commission Merchant, Nos. 15 to 25 Whitehall Street.—This gentleman was born in Messina, Sicily, where his father, P. Cavallaro, is engaged in the fruit export trade. He was brought up to a knowledge of the fruit business in his father's establishment, and four years ago came to New York and opened the house he has since so successfully conducted. He makes a specialty of green fruits and Mediterranean products, such as olive oil, essence of lemon, etc., but makes a leading feature of oranges and lemons, which he handles in large quantities. Mr. Cavallaro is agent for his father, and also represents a large number of fruit exporting houses of Italy. In addition to his fruit business Mr. Cavallaro is agent for the American Mediterranean Steamship Line, which has been in operation the past two years. This is a freight line, sailing every ten days between New York, Boston, Philadelphia, New Orleans, and the Isle of Sicily. The company own first-class steamers, and freight is carried at the very lowest scale of charges.

P. ADDOCK & FOWLER COMPANY, Foreign Fruit and General Merchandise Brokers, No. 226 Greenwich Street, Corner Barclay — A foremost concern engaged in this line is that of the Paddock & Fowler Company, foreign fruit and general merchandise brokers. This company was duly incorporated in May, 1894, with ample capital and

the following board of executive officers: President, Charles Fowler; vice-president, H. Bartling; treasurer, Harry S. Fowler; secretary, Frederick P. Fowler. These gentlemen are merchants of remarkable foresight and energy, and are widely known in this community for these qualities, as well as their marked integrity and honorable principles. Their facilities embrace intimate relations with shippers and producers, and choice products may be at all times found in their stock. The company make a specialty of Mediterranean choice fruits and nuts, and as brokers handle a general line of merchandise. The trade is at wholesale exclusively and all orders are met upon the most equitable terms.

W. HIGBIE SMITH, Butter and Cheese for Export, Nos. 85, 87 and 89 Broad Street.—Among the responsible, old-established houses engaged in handling butter and cheese for export is that of Mr. W. Higbie Smith, which was founded by the present proprietor in 1857, and its history from its inception has been one of uninterrupted success. Mr. Smith occupies commodious premises, that are in every way adapted for the successful carrying on of his important and extensive business. He receives butter in original packages from the West, which he repacks in air-tight tin cans holding from $\frac{1}{2}$ lb. to 28 lbs. He does an extensive business in exporting. His large business is systematically regulated, and he is always at the head of affairs, seeing that the instructions of his patrons are carried out to the letter. In his business career he has won the respect of the mercantile community, and is held in the highest esteem by all. Mr. Smith is a native of New York State, and a resident of this city.

J. OHN B. IHL, Oysters, Fish, Clams, Etc., No. 210 Fulton Street.—The demand for sea-food in this country has become enormous and has given rise to the establishment of extensive houses in every trade centre. One of the most conspicuous houses in this line in New York is that of Mr. John B. Ihl. This prosperous business was established in 1880 by George B. Weaver at the old Washington Market, and in 1887 Mr. Ihl was admitted to partnership, becoming the owner, however, in 1891, and removing to the present location in 1892. The premises occupied comprise a store and basement, 25 x 100 feet in dimensions, supplied with every known appliance necessary to the business, and employment is furnished to twenty skilled assistants. Everything in the line of oysters, fish, clams, green turtle, terrapin and soft crabs can be obtained here in the finest condition at reasonable prices. The trade, which is wholesale exclusively, is with the leading hotels, clubs, restaurants and steamship lines. All details of the business are conducted under the personal supervision of Mr. Ihl, who is prepared to treat customers with the utmost liberality and furnish them with the finest quality of the above-named goods to be obtained in the market. Mr. Ihl is an enterprising business man and a native of this city.



BROWN & SECCOMB, Auctioneers, Foreign and Domestic Fruits, No. 25 State Street.—The fruit supply is year by year attracting more attention among such as properly understand the important bearing it has upon the health and well-being of every community. The leading auction house in the metropolis engaged in handling both foreign and domestic fruits is that of Messrs. Brown & Seccomb. This firm handle all kinds of green and dried fruits from Mediterranean ports and South America; also California and Florida fruits in immense quantities, making a specialty of oranges, lemons and grapes, and selling for importers and receivers. The business was founded in 1847, by T. R. Minturn, who was succeeded in 1857, by Minturn & Partridge, who continued in control until 1868, when the firm of T. R. Minturn, Brown & Co., was organized, and they gave place to Brown & Seccomb in 1872. Messrs. E. M. Brown and E. A. Seccomb developed an immense business and the firm-name became a veritable trade-mark for all goods dealt in. The lamented death of Mr. Seccomb occurred in 1892, after which Mr. Brown admitted Messrs. W. H. Higbee, Thomas Rawlinson and George L. Buckman to partnership,

without change in the old and honored firm-name. The business premises comprise an entire three-story brick building, 45 x 130 feet, illustration of which is herewith presented, and which is finely fitted up for storage and preservation of perishable goods, including a hydraulic elevator; also magnificent auction-rooms on the third ground floor. In the variety and quality of the fruit handled by this house, embracing the choice of foreign and domestic growths, its advantages are exceptional, and its ample resources and splendid facilities make it a power in the market. No house in the country has a fairer name for enterprise and reliability. It has ever been the care of the management to handle only the choicest and best fruit, and its large clientage enables the firm to discharge their obligations with satisfaction to the customer and with profit to the importer and receiver. Mr. Brown is one of New York's representative business men, in active business since 1854, and a well-known member of the Chamber of Commerce, Maritime Exchange, the New York Fruit Exchange, the Union League Club, the Racquet Club, the Players' Club, and many others; vice-commodore of the New York Yacht Club, and a New Yorker born and bred. Messrs. Higbee, Rawlinson and Buckman combine vigorous ability and energy with the ripe experience of the honored senior partner to form a firm of commanding influence, wide popularity and solid worth.

KEMP, DAY & CO., Packers of and Dealers in Canned Goods, Jellies, Pickles, Preserves, Etc., Nos. 116 Wall and 73 Hudson Streets,—This is an old and a widely known house and one of the largest and leading concerns in its line in New York, and has been in existence for more than half a century. The business was established away back in 1840, by Aaron Kemp, who was succeeded in 1894, by Kemp, Day & Co. They are packers of and dealers in canned goods, jellies, pickles, preserves, etc., and have first-class facilities. They do an exceedingly large business, and their trade extends throughout the United States. They put up and handle fine goods, and carry a heavy stock. Their warehouse is a spacious six-story building and is well equipped. A number of people are employed by the firm in the various departments, and several salesmen represent the house on the road. A vast and varied assortment is always kept on hand here, and includes choice canned goods of every description, high-grade jellies, pickles, preserves, sauces, condiments and table delicacies. The firm can supply the trade at the lowest possible prices, and all orders are carefully and promptly filled. The copartnership consists of John H. Kemp, Sidney Thursby and Irvin G. Thursby. Mr. Kemp is a native New Yorker, and son of the founder of the house, and the Messrs. Thursby were born in Brooklyn. Mr. John H. Kemp is also a well-known figure in military circles. He served with credit in the late war, in the Seventh Regiment, of which he is a veteran member, and belongs to Lafayette Post, G. A. R. He is a Mason, and a member of other societies.

THE POTTER-PARLIN COMPANY, Importers and Jobbers of Coffees, Teas and Spices, Manufacturers of Baking Powder, Mustards, Extracts, Etc., E. M. POTTER, PRESIDENT; L. D. CAMPBELL, TREASURER, No. 150 Reade Street and Nos. 176 and 178 Duane Street.—Among the many notable establishments, contributing to the sum of commercial activity in the Metropolis, can be mentioned that of THE POTTER-PARLIN COMPANY. As manufacturers, they are large and widely known all over the United States, their goods being in constant demand by all the leading houses in the trade, in itself a guarantee of their respective merits. The various departments contained in their business, are each exclusive and distinct one from another, and are under the careful management of men possessed of a practical knowledge and executive ability in their respective departments. **BAKING POWDER.**—Of this they are one of the largest manufacturers in the United States. The various Brands manufactured are in constant demand through the North, South, East and West, and sales are daily increasing. A large staff are employed in this Department. The greatest possible care, attention and cleanliness is exercised in every particular. They are also one of the largest Manufacturers of FRENCH MUSTARDS in the United States, and their brands are universally known in all parts of the Country. This they put up in all styles and in the neatest and most attractive packages. Their Mustard is unrivalled for its superior quality and general excellence. **THE SPICE DEPARTMENT** is extensive and is under careful supervision. The quality of the goods is second to none on the market; purity, strength, attractiveness, is the Motto of this department. **FLAVORING EXTRACTS** also form a special feature of their line. Samples of all goods manufactured are on exhibition in their Sample Room in New York. These are unequalled by any of their kind in the country, and are worthy of the inspection of the numerous purchasers of goods in this line. All who call, receive prompt and careful attention from a staff of intelligent salesmen, who are possessed of a thorough knowledge of the various departments in detail. As **IMPORTERS AND JOBBERS** they are progressive and intelligent. They are thoroughly conversant with every line of goods they import. This has been the secret of their growing success, which is particularly noticeable. **THE COFFEE DEPARTMENT.**—They are very heavy importers of all varieties of Green Coffees. **THE ROASTED COFFEE DEPARTMENT** is under scrupulous care. They are putting out some of the finest obtainable growths in Roasted Coffees in bulk and in hermetically sealed packages under their own labels, which are very popular. **TEA DEPARTMENT.**—In this department, they carry a well and carefully selected stock of all grades and kinds suitable for any market in the United States. They import quite a few special teas, that are growing in demand in various parts of the country. For them they claim superior merits and are desirous of putting them before the lovers of a rich, fine flavor tea. Their **PACKAGE TEAS** are worthy

of particular notice. Among their Standard Brands may be named the “STAR OF THE ORIENT.” This tea is put up in lead foil under a particularly handsome label and makes, as they claim for it, a most delicious drink, a combination of choice India and Ceylon. Their Formosa Oolong Blend, “SUN LIGHT” Chop, is also a particularly fine tea. Their “KOO’ TEE CHAN” and “COYJI” teas are also very popular. Taken as a whole their establishment is one of the most complete, if not the most complete of its kind in the United States, and is operated on business principles and a well directed plan.

JACOB BAIZ, Importer of Coffee, and Commission Merchant, No. 102 Front Street.—This gentleman is one of the leading coffee importers of the metropolis, and is regarded in the trade as an authority on that staple, having formerly been engaged in the business of coffee growing on a large plantation in Spanish America. Being a native of that country, which is the chief coffee-growing centre of the world, Mr. Baiz is thoroughly familiar with all the details of coffee raising, gathering the berry and preparing it for export. In fact, it may be truly said that his whole life has been passed in the coffee trade. He has thus acquired an expert knowledge which is excelled by none and enjoyed by few men in the trade in this country. So well is this recognized in the trade that his advice and expert opinion are often sought, and he is frequently invited to arbitrate disputed points. In assorting coffee under its various grades, and in estimating the value and condition of a cargo his judgment is unexcelled and his decision is usually accepted without question. Mr. Baiz came to this country and started in business in New York as an importer of coffee in 1870. His business has, therefore, been established for a full quarter of a century, and he has both witnessed and been a factor in the most important era in the development of this great metropolis, and has seen the coffee trade become an essentially great factor of its commercial activity. He is himself one of the largest direct importers of coffee in the country, and handles every season many large consignments. He sells to the leading houses all over the United States, and his connection is justly regarded as the most extensive and valuable in the trade. This has been the more readily acquired because during its twenty-five years of existence the house has established and maintained an untarnished reputation for filling its agreements to the letter. The spacious warehouses occupy four floors, each 80 x 25 feet in dimensions, where an immense stock of coffee is constantly carried, ready for immediate shipment to fill orders. In addition to its extensive business in this country the house does a large export trade in introducing and shipping all sorts of American manufactured goods, including dry goods, provisions, hardware, etc. His connections cover all of Spanish and Portuguese speaking countries. Mr. Baiz is an old resident of New York, fully identified with its growth and progress, and is recognized as one of its substantial merchants and leading citizens.

CHAS. ENGLE, Importer and Jobber of Table Delicacies, No. 19 Hudson Street.—New York has long been the head centre in the United States for the importation of table delicacies, and a very extensive trade is carried on in this line. One of the most successful



merchants engaged in the trade is Mr. Chas. Engle, whose headquarters are at the above address. He commands a very heavy trade, which permeates to all sections of the United States, and a number of salesmen travel in his interest and that of his customers. This gentleman was born in Germany, but has lived in New York since boyhood, and he is well and popularly known throughout the United States, both in business circles and in

private life. Mr. Engle is a jobber in both foreign and American fancy groceries, making a leading specialty of imported table delicacies. He handles the choicest goods only, and everything that is to be

and the facilities are such that all orders from the trade are met upon the most equitable terms.

U. H. DUDLEY & CO., Canned Goods, Corner Hudson and Duane Streets.—This is an old and a prominent house. It is one of the leading concerns in its line in New York, and is widely known in the trade. The business was established in 1857 by the present senior member of the firm, who conducted the same alone up to 1878. Then his son, W. B. Dudley, became a partner, since which time J. Weisl, E. Materne and W. D. Dreaker acquired an interest. All are men of experience in the business, and are thoroughly conversant with the wants of the trade. U. H. Dudley & Co. are commission merchants and brokers, and handle everything in canned goods and imported and domestic dried fruits. They represent packers and canners, and make a specialty of foreign and California dried fruits. They ship from packing houses and canneries, and have unexcelled facilities in respect of sources of supply. They sell to the wholesale trade throughout the United States, and their annual sales reach a very handsome figure. The quarters occupied by them as office and salesroom, are commodious and well ordered, and a full sample stock is carried here.

CASSEL & MILTHACK, Importers, Manufacturers and Jobbers of Articles for Confectioners, Caterers, Bakers and Hotels, No. 76 Murray Street.—This is one of the most reliable houses in the country dealing in confectioners' and caterers' supplies. Messrs. Cassel & Milthack do a wholesale business exclusively as importers, manufacturers and jobbers of French and German fancy goods, French fruits and other supplies required by restaurants, hotels or ocean steamships, for table use and decoration. The very extensive and varied line they carry comprises ornaments for wedding cakes, paste flowers, leaves, cupids, etc., icing in every decorative shape, lace papers, artificial flowers, costume and surprise mottoes, novelties for serving ices and Roman punch, ice cream moulds, French fruits, glacé, maroons, crystalized leaves, candy tongs, bonbonnières, glass balls, papier maché novelties in wide assortment, and an infinitude of similar appliances and devices. The house was established in 1892, and at once demonstrated that it had hit upon a public requirement, as it immediately entered upon an active business, which has since been steadily expanding. Its office and salesrooms occupy the four upper floors of the five-story building, where a large force of clerks and operatives is kept steadily engaged. Messrs. F. C. Cassel and H. Milthack were both born in Germany, but are now residents of New York. Their experience in their special line has enabled them to achieve quick success, to which the popularity growing out of their personal qualities has largely contributed.

Yours very truly
Chas. Engle

found in the European market in delicacies is to be had at his establishment,

F. R. FARRINGTON & CO., Importers and Grinders of Spices, No. 185 Chambers Street.—The manufacture of spices constitutes, as it is scarcely necessary to say, an important branch of business in a great commercial centre like New York, and has grown to extensive proportions in a quarter of a century. Engaged in this line we have in this city a number of large firms, prominent among the others being that of F. R. Farrington & Co., proprietors of the "Equitable Mills." This is a widely-known concern, and is notable as being the only exclusive spice house in New York. It was established in 1874, and after changing hands several times, the present proprietors assumed control in June, 1890, and under their management the trade has been very materially increased. They are importers and grinders of spices, and have first-class facilities for ginger bleaching, which is a specialty. They produce fine goods, and can guarantee purity and quality of their products. They sell to jobbers, wholesale druggists, grocers, etc., throughout the United States, and are doing a flourishing business. The firm is composed of Messrs. F. R. Farrington, N. Linicus, Jr., and C. N. Searle, who are men of energy and experience, and well known in commercial circles. The premises occupied by them are spacious and perfectly equipped, the mills are provided with the latest improved machinery and appliances for spice grinding, ginger bleaching, etc., and a large force is employed. Messrs. Farrington & Co. keep on hand always a big stock, which includes pure and fresh spices of every description, and can fill orders for any quantity on shortest notice, and on most favorable terms. Ginger bleaching is done for the trade by the firm in the most careful and reliable manner at lowest rates, and all orders receive prompt and personal attention.

MOURILYAN, HEIMANN & CO., Importers of Japan Teas, No. 138 Front Street.—This house is conceded the largest engaged in the Japan tea trade, handling fully one quarter of the whole crop of Japan's teas. The significance of this statement will be evident when it is borne in mind that out of something over eighty-nine million pounds of tea imported into the United States in 1893, nearly forty-six million pounds were brought from Japan. It has been a matter of statistical record in the United States Bureau of Statistics at Washington that the Japanese teas have been steadily growing in popularity in this country for several years past. Competent judges declare that the Japan teas, of all grades, are superior to the production of China. Messrs. Mourilyan, Heimann & Co. have their headquarters in Yokohama and Hiogo, Japan, the New York establishment being a branch house. It was established under the present name in 1868, and is under the able charge of the resi-

dent partners, Messrs. W. J. Cruickshank and Russell Bleecker, who are thoroughly familiar with the Japan trade in all its ramifications. In their hands the New York house controls an extensive trade. Agencies have been established in San Francisco and in Canada, which are also prospering vigorously. The New York offices are elegantly appointed, and give employment to eight clerks. Messrs. Cruickshank and Bleecker reside on Staten Island.

MARCUS MASON & CO., Sole Manufacturers of Marcus Mason's Improved Coffee Machinery, No. 333 Produce Exchange.—The great improvements made in the perfection of coffee machinery by the firm of Marcus Mason & Co., have elicited the closest investigation and widespread patronage of the coffee-growing districts throughout the world. This firm are sole manufacturers of Marcus Mason's improved coffee machinery and the perfected Engelberg Huller for coffee and rice, with main office as above, and factory at Worcester, Mass. The business was founded in 1873, by Mr. Marcus Mason. The great advances made in coffee and rice hulling machinery by this firm have placed their productions far beyond competition, and they are to be found in operation and giving the most admirable service upon the

leading plantations in South and Central America, the West Indies and Mexico, as well as those in the United States. The leading specialties of the firm, upon which they have trade-marks, are "Mason's Campeon" hullers, "Mason's Vencedor" polishers, "El Jefe" classifiers, "Invencible" power screens, and "Mason's Hereules" engines and boilers, dryers and pulpers. They are the only manufacturers in the United States that can furnish a complete system of coffee plantation machinery, of either the wet or dry process, and theirs is known as the "Mason System." Quality has ever been the first consideration of the management, and their claims to superiority are based on the severest tests of every-day use upon the plantations of North and South America. The triumphant record of the Mason system and its ever-widening use are alone sufficient guarantees that purchasers can do best by patronizing this firm. Mr. Mason, the inventor of the system that bears his name, has had an experience of forty years upon the coffee plantations of Central and South America, and is there every season, noting results of his improvements and experimenting upon others.



GARDINER & DELAFIELD, Importers of Olive Oil, Italian, French and California Olive Oil of All Kinds, No. 173 Front Street.—Among other special branches of commerce in New York an important position is occupied by the importer of and wholesale dealer in olive oils, and a foremost house in the trade is that of Gardiner & Delafield. This enterprise was inaugurated in May, 1890, by Gardiner Brothers, and in 1892 Messrs. Gardiner & Delafield succeeded to the control of affairs. In 1894 the copartnership was dissolved, Mr. Asa B. Gardiner, Jr., retiring, and Mr. Maturin L. Delafield, Jr., is now sole proprietor, though he retains the old firm style. Mr. Delafield is a native of New York city, has had thorough experience in the business world, and is widely and popularly known in commercial circles. He is sole agent for the United States and Canada for F. Menicanti's Extra Lucca Olive Oil, which is popularly known as the "Delight of the Bon Vivant." Mr. Delafield occupies commodious business premises, employs a full staff of assistants, and deals in all grades of Italian, French and California olive oils, and constantly supplies an active demand. With unsurpassed facilities for procuring goods, it is not to be wondered that the trade of this house extends throughout the United States and Canada, and that it is annually assuming greater proportions.

F. M. BOWER & CO., Motto Papers, Bakers' and Confectioners' Supplies, No. 165 Chambers Street.—After all the talk about the tariff and its effect on American industries, it is refreshing to learn of a business run by American genius and backed by American capital which has not only driven foreign competition from the home field, but has itself entered upon foreign territory, and despite tariff restrictions and impost taxes abroad, is able to undersell the foreign manufacturer in his home field. Such a business is the manufacture of motto papers conducted by Messrs. F. M. Bower & Co. Their motto papers are used by bakers, confectioners and fancy goods dealers and manufacturers, and the house has practically a monopoly of the motto paper trade in the United States. Years ago before this well-known house started in business all these motto papers were imported, and the ruling price was \$1.25 per thousand. By their improved methods of manufacture and their enterprising business management, F. M. Bower & Co. now furnish a better grade of paper in larger variety of design at less than half the price which formerly ruled, and the foreign goods have been practically driven from this market. They ship their motto papers to Canada, Mexico, Central and South America, and even to Europe, where, despite the fact that they have to pay an import duty of 40 per cent., they are able to undersell the foreign manufacturer and furnish a better quality of goods. Besides the motto papers the house manufactures and deals in every kind of tool, pan or machine used by bakers and confectioners. The present firm of F. M.

Bower & Co. succeeded F. M. Bower & Bro. in 1888, and is composed of Messrs. A. M. Bower and E. E. Pierson.

ADOLPH HENSCHEL, Manufacturing Confectioner, Nos. 456 and 458 Cherry Street.—Mr. Henschel is one of the best known manufacturing confectioners in New York. He has had an experience of more than twenty-five years in the business, though he has been established at his present location only for the last year. His manufactory occupies an entire floor, 75 x 150 feet in area, which is equipped with all the latest machinery and every improved appliance for making the finest candies and confections. Fifty hands are employed in the various processes of manufacture, and everything throughout the establishment is kept scrupulously clean, and only materials of absolute purity are used. In this way the confections produced are always of the highest standard of quality, and the "Bison Brand," which is Mr. Henschel's trade-mark, has an established reputation as a guarantee of the finest productions. The specialties manufactured include bon bons and chocolates, fine penny goods, hand-made cream cocoanut bon bons, and a full line of table confections. The trade extends all over the United States, and the chief customers are wholesale grocers and confectioners in New York and the Eastern States. Mr. Henschel is a native of Germany, but has been in the United States since a youth, and is a member of the National Confectioners' Association, and of several fraternal and social organizations.

JOHN EARLY & CO., Manufacturers and Jobbers of Woodenware, Cordage, Brushes, Brooms, Etc., Nos. 13 Hudson Street and 130 Reade Street.—One of New York's best known woodenware firms is that of John Early & Co. The house is an old and representative one, and does a very large business. It was established in 1861 by John Early, who died in 1891, when his sons and successors, J. N. and C. M. Early, assumed control. The Messrs. Early are gentlemen in the prime of life, and natives of this city. Both are men of thorough experience in the business, active and energetic, and are well and favorably known in the trade. John Early & Co. are importers and jobbers of woodenware, cordage, brushes, brooms, etc., etc., and carry full lines. They handle a multifarious assortment of goods, including grocers' sundries, household furnishing supplies, etc., and have unsurpassed facilities. Their trade extends throughout the United States, and they also export quite largely to Central and South America. Their warehouse is spacious and commodious, and the various departments are well ordered. An exceedingly large and complete stock is constantly kept on hand here, and comprises everything in woodenware, willow-ware, cordage, brushes, brooms, etc. They also store goods extensively elsewhere, and are in a position to offer liberal inducements to the trade.

TUINUCU SUGAR CANE MANUFACTURING COMPANY, No. 80 Wall Street.—One of the most valuable and important of our commercial interests is represented in the importation of raw sugar.

A foremost concern carrying on extensive operations in this line is the Central Tuinucu Sugar Cane Manufacturing Company, of Santi Spiritus, Cuba, whose head office is at the address above. This company was organized in 1890, and has since been operating with steadily increasing success, owing to the superiority of its lands, and the honorable methods employed in the management. The company owns a large plantation on the Island of Cuba, where they produce a very heavy crop of sugar cane, which is manufactured into sugar by the company. The most improved machinery is utilized for the purpose, and the plant was recently augmented by the addition of a large new sugar mill. The product is shipped in cargo lots direct to New York, and is here disposed of to American refiners. The sugar stands a test of 96% and is maintained at the best possible standard of excellence. The company is excellently officered by gentlemen prominent in commercial and financial circles.

GEORGE E. ETIENNE, Sole Agent for the United States for Joseph Ramell, Paris, Table Luxuries, Nos. 39 and 41 West Broadway.—The importation of table luxuries constitutes a most important feature of New York's commerce. Among the most recently established of those engaged in the trade is Mr. Geo. E. Etienne, who began operations in September, 1894. He is sole agent for the United States for the Paris house of Mr. Joseph Ramell, dealer in sardines, peas, mushrooms, beans, macedoine, olive oil, truffles, macaroni, candied and preserved fruits, etc. These products are guaranteed to be the finest of the kind the market affords. A full line of samples is carried and importation orders from any part of the United States are promptly attended to. Mr. Etienne is a native of Paris and has resided in New York the past eight years. He is an energetic young business man and fully deserving of all patronage that may be accorded him.

G. GRUND, Analytical and Consulting Chemist, No. 121 Front Street.—It is self-evident that it is of the utmost interest to all members of the community that the men charged with the duty of analysis should possess the highest scientific and theoretical attainments, and a broad, practical experience. Among those who occupy themselves with this line of research in New York, we know of none who possesses these qualifications in a higher degree than Mr. G. Grund, who was born in Germany, and there received his education, graduating with high honors from the University of Leipsic. He came to this city in 1882, and was at once retained as an analytical and consulting chemist of the sugar trade, a position which he has since filled and still fills with eminent satisfaction. In 1888 he opened his office for general analytical and consulting work, and his patronage is to-day both large and

influential. His patrons are found in all parts of this country, and some of them are business men at Halifax, N. S., and Montreal, P. Q., Canada. Mr. Grund has made an enviable name for ability and integrity, and judging by his past success, his future is well assured.

THOMAS GOULARD & CO., Licensed Inspectors, Weighers, Etc., Provisions, Lard, Tallow, Oils, Grease and General Merchandise, Nos. 36 and 38 Whitehall Street.—This business was originally established thirty years ago, by Messrs. Goulard, Rouse & Co., and on the decease of Mr. Martin Rouse on January 30, 1894, Mr. Thomas Goulard succeeded to the sole control under the present name and style. He is recognized as a gentleman of superior talents and sound judgment, and having daily to deal with all kinds of provisions, lard, tallow, oils, grease and general merchandise coming from all parts of the country, he has become an acknowledged authority on all qualities and grades, and the system in force works smoothly and satisfactorily, owing to the reliable methods of management. Mr. Goulard has in his service from thirty to forty skilled assistants, and every department of the business goes on harmoniously and to the credit of the house, while the members of the Exchange reap the benefit. Branch offices are operated at No. 73 Traders' Building, Chicago, Ill., and Board of Trade Building, Kansas City, Mo., and the house has its correspondents in all parts of the country. Mr. Goulard is a native New Yorker, a prominent member of the Produce Exchange, the Knights Templar, Mystic Shrine and Blue Lodge of F. & A. M.; a director of the New York Bay Cemetery, and a useful, public-spirited citizen.

GEORGE H. RICHARDSON, Bananas, Nos. 228 and 230 Greenwich Street.—The wholesale trade in tropical fruits forms one of the most important features of our metropolitan commerce, and vast transactions are carried on in this line. This is especially the case with the trade in bananas, millions of bunches being disposed of annually, while it is but comparatively a few years since this great fruit was regarded as a luxury in this country. One of the leading houses engaged in this industry is conducted by Mr. George H. Richardson. This gentleman began business operations in 1879, and has since acquired an excellent prestige as an authority on all branches of his avocation, while he has developed a first-class trade connection that extends all over the United States and Canada. He deals in West Indian, South American and Southern fruits and nuts, disposing of same by cargo, carloads or smaller quantities as the condition of the trade may demand, making a specialty of bananas, handling a large quantity of this wholesome fruit, the fruit being received direct from growers. All demands of the trade are met upon the most favorable, liberal terms. Mr. Richardson was born in the Commonwealth of Massachusetts, but has resided in the metropolis about twenty years, and here he is popularly known as a most progressive, energetic and reliable merchant.

THE UNITED CONFECTIONERS' ASSOCIATION, Manufacturers of Superior Flavoring Extracts, Importers and Dealers in General Confectioners' Supplies, No. 43 Jay Street.—The leading representative of the trade in flavoring extracts and general confectioners' supplies in the metropolis is recognized to be The United Confectioners' Association. This house is noted for the manufacture of superior flavoring extracts and the importation and sale of general confectioners' supplies. The business was founded in 1866, and the present corporation was formed under the laws of the State of New York, with a capital of \$27,000, and its present officers are as follows, viz.; E. A. G. Intemann, president; H. W. Hoops, vice-president; John Brummer, secretary; J. G. C. Taddiken, treasurer; Henry C. Brummer, cashier; and the following board of directors, E. A. G. Intemann, H. W. Hoops, John Brummer, J. G. C. Taddiken, J. F. Cordes, Hermann Cordes, F. Lange, H. F. Hoops, H. Lunsman, Charles Heins and August Liss. As manufacturers of specialties peculiar to their house, this association occupies a unique position in the industrial world, and it is safe to say that it has no successful imitators and no peers in this or any other country. For purity and strength their oils, extracts and fruit juices are unsurpassed, and are warranted free from all poisonous adulterations. Their most prominent specialties are Superior Extracts of Vanilla, Strawberry, Lemon Peel, and Orange Peel; Mexican vanilla beans, New Orleans molasses, Ponce Porto Rico molasses, American crystal glucose, shelled Spanish and Virginia peanuts, almonds, hickorynuts, pecan nuts, hazel nuts, walnuts and pignolia nuts, San Blas cocoanuts, chocolates, gelatines, honey, marmalades, cocoa butter, Tonka beans, dessicated cocoanut, figs, dates, raisins, rock-candy, grape sugar and maple sugar. These goods are guaranteed to have no deleterious substances, and are in preferential demand by confectioners throughout the entire country. An immense stock is constantly carried, and all orders are given prompt and perfect fulfillment, while terms and prices are placed upon a fair and equitable basis. President Intemann has been at the head of affairs since 1886, and both he and his coadjutors in the management are experts in the business, and are to be congratulated upon the success they have achieved by their enterprise, industry and skill.

MILES & HOLMAN, Millers and Commission Merchants, No. 49 Jay Street.—Among the various commodities of commerce, the trade in cereals occupies the foremost position in point of value and importance. One of the oldest houses in this line in New York is that of Messrs. Miles & Holman, millers and commission merchants, with mills at Alpine-on-the-Hudson, N. J. This firm was organized in 1846, by Messrs. Francis S. and Sweeting Miles, Lyman F. Holman being admitted in 1865. F. S. Miles retired about 1868, and L. F. Holman in 1884 the present proprietor being Sweeting Miles solely, and thus for almost an half century the house has been in existence. They are widely as well as most reputably

known to the trade, and their business connection extends all over the Union. They deal in oatmeal, oat groats, pearl barley, barley flour, samp, hominy, cornmeal, split peas, green peas, buckwheat groats, etc., and handle the best grades only, carry a heavy stock in their five-story warehouse in this city, and orders of any magnitude meet with prompt fulfillment. The New York house is conducted under the management of Mr. Francis J. Miles, son of Sweeting Miles, who is an active, thoroughly experienced business man.

APGAR & CO., Importers of Extracts, Essential Oils, Fruit Juices, Etc., Nos. 73-75 Dey and 178 Washington Streets.—This is an old and a representative concern, and is widely known. It is the oldest and leading house in its line in the country, and has had a prosperous career. The business was established in 1842 by Mahlon Apgar, and under the above firm-name has ever since been conducted with uninterrupted success. The founder retired some time ago, and the co-partnership now consists of his sons, Louis J. Apgar and Ed. H. Apgar, and Henry C. Weitemeyer. All three are men of thorough experience, and have been in the firm for a number of years. They are well known in commercial circles and are members of the Produce Exchange. Messrs. Apgar & Co. have a branch office, warehouse and factory at Nos. 221-223 East Kinzie Street, Chicago, where they occupy four commodious four-story buildings. They employ some forty people in the various departments and have about twenty representatives on the road. The premises occupied by the New York house are spacious and well ordered. Messrs. Apgar & Co. are importers and manufacturers of extracts, essential oils, essences, ammonia acids, fruit-juices, dried fruit, shelled nuts of all kinds, dates, olive oil, spices, seeds, etc., and handle a great variety of high-grade products. They are general agents for United States and Canada for Blooker's Dutch cocoa butter, Blooker's Caracas liquor, Blooker's Ceylon liquor, the E. A. F. brand of French fruits, fruit pulps, fruit juices; for Bishop & Co., Los Angeles, Cal., pure unsugared fruit pulps; for the Orient Company, (Limited) Colombo and London, celebrated Ceylon sugarless cocoanut, the "Cocolanka Brand" thread, strip, chips, regular, shred and macaroon; for H. B. & Co.'s triple concentrated German fruit-juices, and for V. S. Restuccia et fils, Messina finest hand pressed oil of lemon and orange. They carry a vast and varied assortment of goods, all of high-grade, and can warrant every article. The stock, which is of a comprehensive character, comprises, in addition to the products already mentioned, also almond paste, Canton ginger, gelatine, glucose, glycerine, gums, honey, Iceland moss, licorice, horehound, lamp-black, soda, sugar, molasses and syrups, starch, Tonka beans, vanilla beans, cream tartar, paraffine, wax paper, "Delicious" crushed fruits, egg albumen, coloring compounds and other specialties in confectioners' supplies and druggists' sundries. The firm can quote lowest prices on anything in their line, and all orders are carefully and promptly filled.

JOHNSON & CO., Commission Merchants, Room 183, Washington Building, No. 1 Broadway.—One of the oldest and best-known packing houses represented in New York is that of T. M. Sinclair & Co., of Cedar Rapids, Iowa, represented in New York by Messrs. John Sinclair & Co. The latter firm established themselves in business here thirty years ago, as commission merchants, and still carry on operations in that line. About 1871 they established the packing house at Cedar Rapids, where they packed from 300,000 to 400,000 hogs per year, and handle both pork and beef products in this city, on commission and for export. The firm possess an expert knowledge of the provision trade in all its branches, and the success they have met with is easily seen in the immense business which they have built up throughout the United States and in foreign countries. None but the very finest goods in their line are handled, and to know that an article comes from the house of John Sinclair & Co., is to know that is the best the market affords. They carry on general transactions as commission merchants in pork, lard, hams, tripe, shoulders, sausages, pig's feet, dried and smoked beef, beef tongues, pure leaf lard and sugar cured hams. The meats packed by this firm are justly celebrated for excellence, soundness, care and skill in curing, as they use only the best stock and have the latest process for curing, which adds greatly to the flavor of their hams and bacon and renders them free from the unpleasant taste of excessive salt. Their pure leaf lard is refined to that degree which renders it pre-eminently a choice and fine article for culinary purposes. The largest orders are filled with promptness and care, and every advantage known to the trade is granted to customers. Mr. John Sinclair, the senior member of the firm, is in charge of the New York office, and is a well-known member of the Produce Exchange, bringing to bear special qualifications for carrying on the business upon the highest plane of efficiency.

MARTIN JOHNSON & SON, Commission Merchants in Pork, Poultry, Sheep, Lambs, Calves, Berries, Peaches, and all Kinds of Country Produce, No. 165 Reade Street.—This is an old and reliable house, and has been prominent in the trade for a quarter of a century. It was established by the senior member of the firm, who conducted the business alone for a number of years, and then took into partnership his son, Edwin S. Johnson. The Messrs. Johnson are commission merchants in pork, poultry, sheep, lambs, calves, berries, peaches, and all kinds of country produce, and do a large business. They receive supplies from all points, and are quite extensive shippers. They can place consignments to the very best advantage, and guarantee prompt returns. Martin Johnson & Son occupy commodious premises, and employ a number of people. They keep on hand always a large and fine stock, which includes everything in their line in season, and can supply dealers at lowest market prices. They give close personal attention to business, and

those having dealings with this responsible firm are assured of finding the same of an entirely satisfactory character.

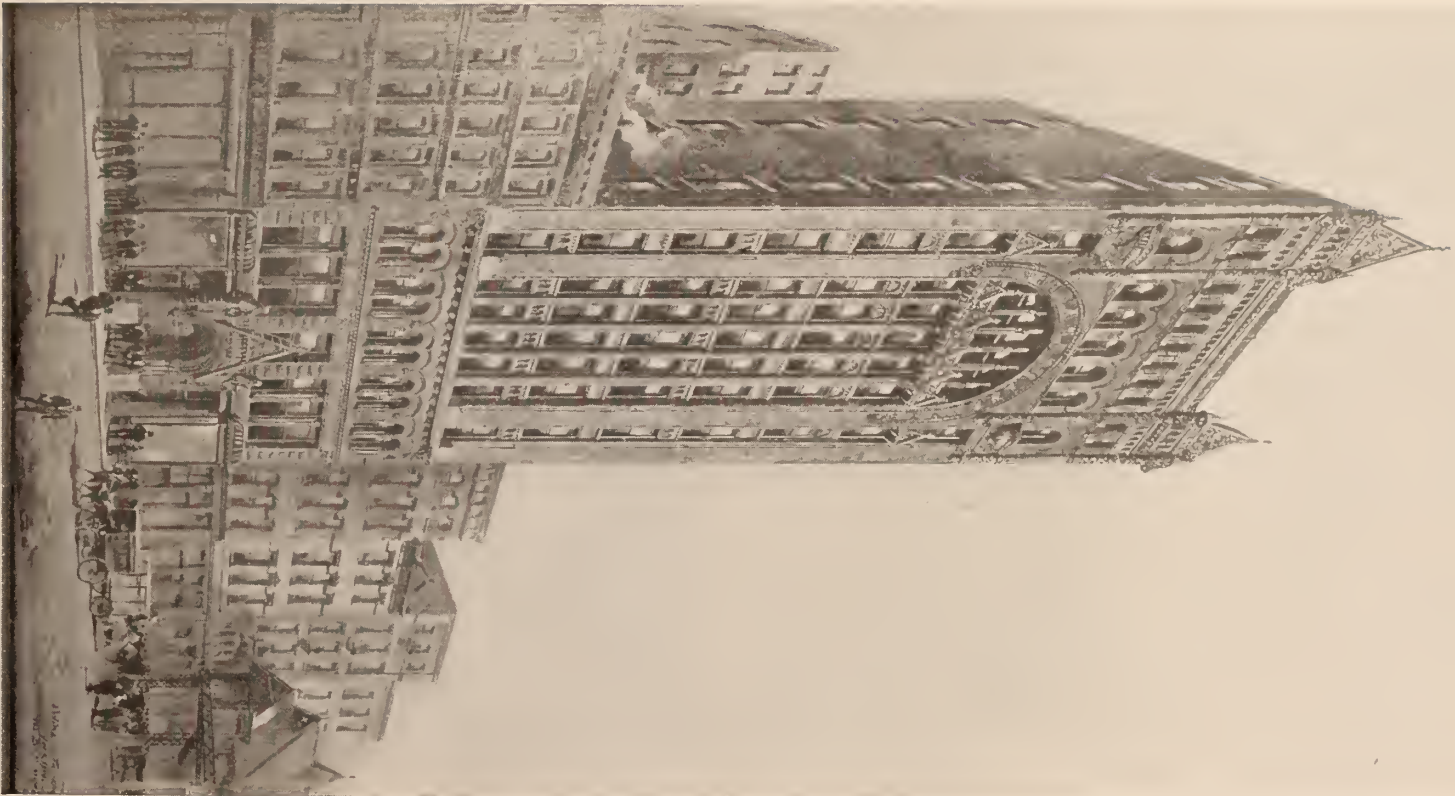
WOLFF & REESSING, Importers and Manufacturers, Packers of Canned Goods, Nos. 62 and 64 Front Street.—The pioneers in the sardine industry in America were Messrs. Wolff & Reessing, of this city, who are still the leaders in the importation, manufacture and packing of canned goods. They began to pack sardines at their factory in this city in 1871, importing for this purpose "sprats" in barrels. This business they continued until 1875. In the meantime, however, the idea had been suggested of using the small herring taken at Eastport, Me., as a substitute, and experiments soon proved that the domestic fish were superior to the imported ones. The abundance of the small herring in the vicinity of Eastport induced this firm to embark in the enterprise of putting up the herring in oil, under the direction of the Eagle Preserved Fish Company, which had previously been organized by Mr. Julius Wolff, the senior member of the firm. The methods employed proved successful, and as a result these gentlemen have had the satisfaction of seeing the industry develop to such an extent that it now constitutes the principal business of Eastport and Lubec, and is rapidly spreading to other portions of Maine, the firm now handling the products of some twenty packing factories at Eastport, Lubec, Jonesport, Milbridge, etc. The care taken in salting and preparing the fish was an important factor in the business, and justified the packers, after stipulating a reasonable time during which the guarantee should hold good, in making the following offer to the trade: "Warranted to keep sound; if not so found, money will be refunded." No such guarantee was given in regard to the imported sardines, which fact proved a death-blow to the imported article. The pack of domestic sardines— $\frac{1}{4}$ oils, $\frac{3}{4}$ mustards, spiced, and packed in tomato sauce—last year amounted to about 750,000 cases. The high standard of its products, is evidenced by the fact that medals have been awarded them at numerous international expositions, both in Europe and in this country. In 1883 a silver medal was awarded at the Great International Fisheries Exposition in London, and another medal was awarded the same year at the exposition held at Aalborg, in Denmark. Again, in 1885, the firm was given a gold medal at the New Orleans Exposition. Their trade to-day extends to all parts of the United States, and employment is given during the season in this industry to from 5000 to 6000 hands. The goods command a decided preference among dealers and consumers, and in the markets of the world the trade-mark of the Eagle brand of this firm is considered a guarantee of uniform excellence. Mr. Julius Wolff founded this business in 1865, and the present firm was organized in 1869. Both gentlemen are natives of Germany, residents of this country for upwards of thirty years, and experts in their calling.

J. MONROE TAYLOR CHEMICAL COMPANY, No. 113 Water, first door south of Wall Street.—For many years the products of J. Monroe Taylor Chemical Company have been before the public, and have stood the test of time. These goods have been on the market now for half a century, and during the entire period have been steadily growing in popular favor. The "Gold Medal" SODA and SALERATUS manufactured by them are noted for exceptional excellence, and are conceded to be the very best made. Their Cream Yeast BAKING POWDER and SAL SODA are also preparations of a distinctly superior quality, and all are in extensive and increasing use. The company's factory, which is in Brooklyn, is the oldest bi-carb. soda works in the United States. This concern was established in 1844, and is widely known. J. Monroe Taylor Chemical Company have first-class productive facilities, and do an exceedingly large business. Their factory is capacious and perfectly equipped, and upward of 100 hands are employed in the various departments. They have eight clerks at the office, and twenty salesmen represent them on the road. The proprietors are Charles C. Pope, J. Monroe T. Pope and Charles F. Pope, father and sons respectively. The Messrs. Pope, who are native New Yorkers, are men of thorough practical experience, and exercise immediate supervision over all operations. The goods manufactured by them are made from carefully selected and pure ingredients, and a uniformly high standard of excellence is maintained. Their "Gold Medal" SODA and SALERATUS, and their Cream Yeast BAKING POWDER, etc., are of absolute purity and notably fine quality. They are goods of distinct merit, and are not only in extensive demand everywhere in the United States, but are exported largely, also, to Central and South American countries. A big stock is always kept on hand, and the trade is supplied on the most favorable terms.

SOME seven years ago, the firm of E. J. Heraty & Co., an old established and well-known exclusive tea importing house of Philadelphia, opened a branch in New York under the management of E. M. Payne. From an office in the start this branch has gradually grown until they now occupy the entire five-story building at No. 141 Front Street, and are acknowledged by all as one of the leading houses in the trade. The making a specialty of pure teas, together with strictly honorable dealings, are partly responsible for this pronounced success.

THOS. LEEMING & CO., Importers of Nestle's Milk Food, Nestle's Swiss Milk, Sofio's Essential Oils, Chocolat-Suchard, No. 73 Warren Street.—This firm handles none but imported goods and are sole agents for Nestle's milk food, Nestle's Swiss condensed milk, and chocolat-suchard, representing eminent foreign houses. The above-named products this firm are able to secure by virtue of the knowledge possessed by the principals of their intrinsic and market value, as well as by their acquaintance with the best sources of supply and the old associations they have across the water, dating back in many cases to the inception of their business in 1840, when Joseph Leeming, the founder of the house, came here. The vantage ground thus gained has been potent in enabling the firm to command a wide influence on both sides the water and to retain the supremacy in their trade which they have so long enjoyed. A branch office is operated in Montreal, P. Q. Mr. Thomas Leeming succeeded to the business at the death of his father, in 1859, and Mr. Joseph Leeming, 2d, came here from Montreal in 1881 and was admitted as a partner in 1886. Both are thoroughly trained merchants and expert and accomplished importers.

JOHAN W. HAULENBEEK, Germanian Mills, Coffee Roasting and Spice Grinding for the Trade, No. 170 Duane Street.—The coffee roasting and spice grinding trade is a most important feature of the industries of the metropolis, and one of the most prominent houses in the trade is that of Mr. John W. Haulenbeek, proprietor of the Germanian Mills. This enterprise was founded in 1854 by Peter Haulenbeek, who came to New York from Pompton Plains, N. J., when but fifteen years of age, and began his business career as a shop boy in a grocery store on Bedford Street. In less than a year he began a coffee-roasting business in a loft on Franklin Street, roasting and packing goods at night and selling the trade next day, in which he prospered exceedingly well. On his retirement in 1887, he was succeeded by his son, the present proprietor, who now prepares from 15,000 to 20,000 pounds of coffee per day for wholesalers, packing and distributing the same. He has occupied the present quarters since 1878, a portion of which is set aside for spice grinding for the wholesale trade, and another portion is given up to the manufacture of an imitation coffee, which was invented by his father in 1875, the composition being a trade secret. It is, however, unlike any other substitute, containing neither chicory, peas or rye. The premises comprise a four-story building, 25 x 125 feet in dimensions, equipped with the most modern steam-power machinery for roasting coffee and grinding spices, and employment is given to twenty-five hands the year around. Mr. Haulenbeek is a native New Yorker, and was brought up to a knowledge of this industry from his youth.



J. MONROE TAYLOR BUILDING.

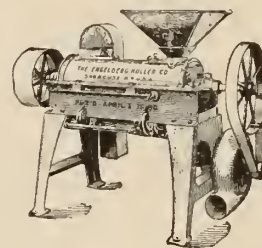
This building stands on the site of the old Merchants' Hotel, which in its day was one of the leading hostelryes of the city, and entertained many of the prominent men of the country.

JACOB DULS & CO., Packers and Cleaners of Teas and Coffees, Manufacturers of Tea Caddies, Nos. 46 and 48 Water Street.—An important industry with which many persons probably are unfamiliar is the cleaning of teas and coffees in order to separate from them impurities introduced by accident and by giving them a brighter lustre to enhance their salability. Jacob Duls & Co. are a leading firm engaged in this branch of enterprise. They established the business in 1879, and under their skillful management it has grown to large proportions, having customers in this city, Boston, Philadelphia, Albany, and, in fact, in all the leading cities in the Middle and Eastern States. The extent of their trade may be surmised from the magnitude of the plant required to handle it. Their storehouse and works occupy two adjoining buildings five stories in height, each having an area of 70 x 90 feet. The establishment is fitted up with all the improved machinery requisite for cleaning and renovating teas and coffees, operated by a 75-horse power engine, and twenty-five men are employed. After the articles have been manipulated they are repacked, and the firm manufactures tea caddies for this purpose, which are in wide and constant demand, their sale in the Southern States being especially large and increasing. The gentlemen comprising the firm are thoroughly experienced in the tea and coffee trade and are held in high esteem by the merchants in that line. Mr. Jacob Duls is a native of Germany who has been for many years in this country, and is a member of the Odd Fellows fraternity. Mr. David D. Reeve is a New Yorker by birth and a member of the Royal Arcanum, as is likewise the third member of the firm, Mr. Richard Van Riper, also a New Yorker. All three reside in Brooklyn, where Mr. Van Riper is a member of the Legion of Honor.

HAMILTON & CHOLWELL, Teas, No. 128 Front Street.—One of the best and most favorably known firms engaged in this branch of mercantile endeavor, is that of Messrs. Hamilton & Cholwell, whose extensive business was founded in 1875 by its present proprietors, both of whom have had long and valuable experience in this branch of trade. From the beginning they built up widespread and influential business connections, and secured the control of a trade which to-day extends from Maine to California. Messrs. Hamilton & Cholwell occupy two floors of a building, 25 x 80 feet in dimensions, where they have every modern facility and convenience for the prosecution of their large business on a broad and satisfactory basis. Ample storage room is provided, and the stock under their control is at all times heavy, comprehensive, and carefully selected. The firm are receivers of all the finest and purest grades of tea from China, Japan, India and Ceylon, of which they have always a vast assortment on hand. Their facilities for receiving and handling, as well as for filling orders and shipping, are excellent, and

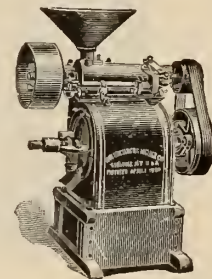
their relations with planters and exporters in those countries are such as enable the firm to quote the lowest market rulings. Fifteen assistants are employed on the premises. Mr. Hamilton was born in this city, while Mr. Cholwell is a native of Connecticut, and both are highly esteemed in trade circles for their ability, enterprise and strict integrity.

THE ENGELBERG HULLER COMPANY, Manufacturers of Rice and Coffee Hulling Machinery, No. 331 Produce Exchange.—One of the unique and important manufacturing enterprises represented in New York is that of The Engelberg Huller Company, manufacturers of rice and coffee hulling machinery, whose factory is at Syracuse, N. Y. This company was incorporated in 1888, under the laws of the State of West Virginia, and is officered as follows, viz.: J. R. Montague, president; T. L. Poole, vice-president;



A. A. Schenk, secretary and treasurer; with José P. Tebyriçá, M. E., as manager of New York office. The specialties of the company embrace the improved coffee huller and separator, improved rice huller and polisher, grain separator and grader. These machines are the inventions of E. C. Engelberg, for which they own the home and foreign patents, and they are the sole manufacturers. These machines have gone into general use

throughout all parts of the globe where rice and coffee are grown or handled, and no ship leaves New York for any tropical country without carrying more or less of them, especially for Mexico, Central and South America; while they are in preferential demand by planters throughout Georgia, Florida, Louisiana, and the South. There are now over 4,000 coffee hullers in Brazil alone, and 600 rice hullers in different countries of the world. Dan Talmage's Sons of Brooklyn have twenty and Gustave A. Jahn & Co., of Brooklyn, have twelve rice hullers, and the demand is steadily on the increase. The company give special attention to the export trade, which is all done through the New York office. Every machine is severely tested before shipment, and is guaranteed to give entire satisfaction. Prices are at bed-rock, and illustrated catalogues are mailed on application. Manager Tebyriçá was born in Brazil, on a coffee plantation, graduated from Cornell University in 1878, and founded this company, in the management of which his success has been brilliant, decisive and well merited.



EMIL GREINER, Manufacturer and Importer of Chemical and Physical Apparatus, Nos. 146 and 148 William Street.—There is certainly not one in his business in New York who is more widely or more favorably known than Emil Greiner, manufacturer and importer of chemical and physical apparatus. He is maker of guaranteed accurate volumetric glassware, and strictly reliable hydrometers and thermometers for any purpose, and turns out a notably superior class of work, and being an expert in his line, he has a large and growing patronage which extends throughout the United States and Canada. He is sole agent for Franz Schilling, Gehlberg, Thuringia, Germany, and also makes a specialty of brewers' and distillers' glass instruments and kindred appliances. Mr. Greiner is a gentleman of middle age, born in Germany, and has been twenty years in this country. He is a man of practical skill and thorough experience, and is master of his art in all its branches. He has been established in business in New York since 1878, and from the start his trade has been steadily growing. He occupies three commodious floors, with excellent facilities, and employs fourteen to eighteen hands. Mr. Greiner is prepared to make glass apparatus of any description to order on short notice, and can warrant the same to give perfect satisfaction. Estimates on complete laboratory outfits are furnished by him, and all work is done in the most thorough and competent manner. He carries a large stock, which includes chemical and physical apparatus, hydrometers, thermometers, etc., and can furnish anything in his line at reasonable prices.

THE POMEROY PHARMACEUTICAL COMPANY, Manufacturers of Pharmaceutical Plasters and Hospital Dressings, Nos 252 and 254 Pearl Street.—Notable among our New York manufacturing chemists is the Pomeroy Pharmaceutical Company. They are manufacturers of pharmaceutical plasters and hospital dressings of a highly meritorious character, and their preparations are in widespread and growing use. Pomeroy's Petrolene Porous Plaster, Pomeroy's Extra Belladonna Plaster, etc., etc., manufactured by them, are noted for their excellence, and for the purposes intended are without a superior. They are prepared from strictly safe and best substances, on scientific principles, in accordance with a regular formula, which is the result of years of observation, comparison and experiment, and a uniform standard is maintained. These preparations have been on the market now for a number of years, and have stood the test of time. They have been steadily growing in favor everywhere on their merits, and are sold by druggists all over the United States. The manufacture of the Pomeroy plasters, etc., was begun in a comparatively small way, in 1879, and soon the business increased to large proportions. The Pomeroy Pharmaceutical Company was organized in 1893. It is incorporated under the laws of the State of New York, and has a capital of \$100,000. P. C. Langdon is president of the concern, E. H. Sleight is treasurer and C. D. Schenck is secretary.

The premises occupied by them as office, salesroom and laboratory comprise two spacious floors, and are well equipped. A large staff is employed here, and four salesmen represent the house on the road. A full and complete stock is always kept on hand, and includes pharmaceutical plasters and hospital dressings of every description, together with a full line of the company's other preparations. The trade is supplied on the most favorable terms, and all orders are promptly filled.

F. E. SPILTOIR, Wholesale Dealer in French, English and Domestic Perfumery, Combs, Brushes, Mirrors, Playing Cards and Druggists' Sundries, No. 186 William Street.—The business which has been conducted for over forty years at the present address, under the style of F. E. Spiltair, is one of the oldest of its kind in New York, and among that veritable colony of ancient landmarks in the business world wears the comparatively rare distinction of having borne the same name and style from the time of its establishing, forty years ago, up to the present time. The business was founded in 1854, by the late F. E. Spiltair, who began in a small way to supply the trade with perfumery and druggists' sundries. Being industrious, vigorous and thoroughly honest, qualities essential to success in any business, his trade quickly grew to large proportions and he became well and favorably known to the trade in and around New York. Started as a local business, it has remained largely local ever since, but it must be remembered that the local field is vastly greater now than it was forty years ago, and that the business must have vastly increased, also, in order to keep pace with the demands of the larger population and the larger territory, as it has done. The business includes French, English and domestic perfumery, combs, brushes, mirrors, playing cards and druggists' sundries. A leading specialty is a cosmetic which is made by this house and prepared from its own formula. This has had a big sale in New York and vicinity ever since it was first put on the market, and the demand for it is steadily growing to-day. Twenty years ago, when Mr. F. E. Spiltair, who founded and built up this splendid business, died, just at the height of his success, his widow took hold of the business and has since carried it on at the old stand and under the old name. Mrs. Spiltair is a woman of rare business capacity and had for years been her husband's most able assistant, contributing largely to his success. Mrs. Spiltair has conducted the business for twenty years and is the only woman in the wholesale drug business, being at the head of one of the oldest houses, and is well and familiarly known to the trade throughout the United States. She had a good practical knowledge of the business when it came into her own hands and with the assistance of her sons, Firmin, Gustave and Charles Spiltair, who are all young men of business talent and perseverance, she has kept up the reputation of the house and has seen its trade largely increase.

SCHULZE-BERGE & KOEHL, Importers of Aniline Colors, Alizarines, Dye-Stuffs and Chemicals, No. 79 Murray Street.—As certain names and certain firms naturally call to mind particular industries or kinds of goods, so, also, the name of this firm has become inseparably connected



Yours truly
Victor Koechl

ety of industries. The business was founded in 1881, and at that time one floor was amply sufficient to accommodate both the office and warehouse.

with dye-stuffs and chemicals, at least so far as these articles are related to the textile industries. Besides being among the leading importers of aniline colors, alizarines, and dye-stuffs in general, they are also the sole agents in the United States for the medicinal preparations of the Farbwerke, vorm Meister Lucius & Bruning, Hoechst a. Main, Germany, which include such well-known articles as Antipyrine, Dr. Koch's Tuberculin, Dr. Behring's Diphtheria Antitoxine, etc. They are also the sole importers and licensees in the United States for the sale of Saccharine, a coal-tar product, which is 500 times sweeter than sugar, and is replacing that article in a great variety

of industries. It has steadily increased until now, not only is the entire Murray Street building occupied, but three branch houses have been established by the firm, one in Boston at Nos. 136 and 138 Milk Street, one in Philadelphia at No. 39 North Front Street, and one in Providence at No. 45 South Main Street, at each of which a full stock of goods is carried.



Yours
H. A. Metz

Mr. Hermann A. Metz, who has been with the firm since its foundation, and has the firm's full confidence, and has now an interest in the business. Mr. Metz for a number of years represented the firm on the road, and is well and favorably known to the trade.

The number of employees has increased from three originally, to about seventy at present. Mr. Victor Koechl has been, since the retirement of his former partner, Mr. P. Schulze-Berge, on February 1st, 1892, the sole member and owner of the firm. He is a native of Germany, but has been in this country for more than twenty years. He is a member of the New York Chamber of Commerce, and a man of energy and ability, and well-known in the varied circles with which the different branches of his business bring him into contact. He is assisted in the management of the business by

THE VAPO-CRESOLENE COMPANY, Manufacturers of Deodorizing, Fumigating, and Disinfecting Machines, No. 69 Wall Street.—As a disinfectant and specific remedy, Vapo-Cresolene has become known for its superlative excellence from one end of the world to the other. It is the product of The Vapo-Cresolene Company, whose factory is located at Chatham, N. J. The business was established in 1880, and in 1890 the present company was incorporated under the laws of New Jersey, and is officered as follows, viz: James H. Valentine, president; Harry De B. Page, vice-president; Albion L. Page, secretary and treasurer. Vapo-Cresolene is the active medicinal agent of carbolic acid and the best disinfectant known to science. Also as a specific for malignant cases of whooping cough and a remedy for asthma, catarrh, colds, diphtheria, croup, scarlet fever, hay fever, sore throat and all diseases of the air passages, it is unequalled. The vaporizing apparatus is simple yet perfect, and is the safest method for destroying infection. Cresolene corresponds with the liquid found in the purifying boxes of gas works, the inhalation of the vapor from which has long been known to be very beneficial in cases of whooping cough. It is a chemically pure product, greatly resembling carbolic acid, but is stronger in its antiseptic properties. When vaporized it has a penetrating odor, which rapidly permeates a closed room. It is beneficial to the air passages in all conditions, and may be inhaled for any length of time with perfect safety. The vaporizer is compact and convenient to use. It is six inches high and consists of a bronzed frame holding the metal hot air chamber and saucer, in which the Cresolene is vaporized. Directly under this is the small kerosene lamp which gives sufficient heat to accomplish gradual vaporization without causing a chemical change. Vapo-Cresolene is used continuously in the United States Navy as a remedy, a preventive and as a disinfectant; and is for sale by all druggists. The trade is supplied by W. H. Schieffelin & Co., of this city, as sole agents for the United States. The officers of the company are all residents of Chatham, N. J., enterprising, progressive and practical as manufacturers, and give the business the benefit of their sound judgment and close personal attention, thereby ensuring success to the enterprise and satisfaction to the trade.

STILLWELL & GLADDING, Analytical and Consulting Chemists, No. 55 Fulton Street, Corner of Cliff Street.—In all lines of commercial and professional industry there is not one that requires more special training, experience and technical knowledge than that of the analytical and consulting chemist, while the responsibilities resting upon him are of the gravest character. An old-established house devoted to this important profession is that of Stillwell & Gladding. This old and reliable concern was founded many years ago, and from the first has been the recipient of a very liberal and substantial patronage, derived from among the most prominent druggists, pharmacists and manufacturers in

the trade. The individual members of the firm are Charles M. Stillwell, A. M., and Thomas S. Gladding, A. M., both thoroughly experienced and practical chemists. The premises occupied are spacious and commodious, 25 x 75 feet in dimensions, with an addition, 20 x 90 feet, and comprise a handsomely appointed office, with laboratory attached, which is fully equipped with all the latest improved appliances and conveniences known to the science of chemistry, and for obtaining the correct results of an analysis, and employment is given a full force of thoroughly skilled and properly qualified assistants. The firm is prepared to conduct all kinds of analyses and to render consultations upon the same at the shortest notice, and to furnish full and correct statements when desired. Mr. Stillwell is a resident of Brooklyn while Mr. Gladding lives at Montclair, New Jersey. Both are highly educated gentlemen, refined and reliable, and are highly esteemed in business circles.

J. R. ALSING COMPANY, [Incorporated.] Patentees, Manufacturers and Agents for Crushing, Grinding and Pulverizing Machinery, No. 60 New Street.—This company are patentees, manufacturers and agents for crushing, grinding and pulverizing machinery of all kinds, used by manufacturers of chemicals, enamel, drugs, paints, colors, plaster, etc. The business was founded in 1869, by Mr. J. R. Alsing, who was the inventor and patentee of Alsing's Patent Pulverizing Cylinder, and who subsequently embarked in general machinery making; and in 1885 the present company was incorporated under the laws of the State of New York, with a capital of \$20,000, to carry out the work which Mr. Alsing had so efficiently planned. The leading specialties of the house are the Alsing cylinders, disintegrators, centrifugal mills, bolting reels, burr stones, drug cutters, rolls, crushers, chasers and general mill furnishings. Quality and efficiency are the first considerations of the management, and the triumphant record of their machinery and its ever-widening use are alone sufficient guarantees that purchasers can do best here. Their machines are in preferential use and giving universal satisfaction in the leading fertilizer works, drug and spice mills, chemical plants, paint grinding mills, and other industrial plants, not only in this country but in all parts of the civilized globe. Circulars and all information sent free, and correspondence solicited. The officers of the company are as follows, viz.: T. W. Bayaud, president; R. F. Abbé, vice-president and manager; G. F. Perrenoud, treasurer. Mr. Bayaud is at the head of the well-known house of Bayaud & Stevens of this city; president of the Hot Springs Barytes Company, and a New York merchant of fifty-two years' standing. Treasurer Perrenoud is also secretary and treasurer of the Hot Springs Barytes Company; while Vice-president Abbé is a thoroughly expert mechanical engineer, a graduate of the Polytechnic University at Berlin, Germany; and brings to bear special qualifications for the successful management of this enterprise.

WILLIAM R. WINN, Manufacturer of and Dealer in Illuminating, Animal, Vegetable, Lubricating Oils, Etc., No. 143 Maiden Lane.—Mr. William R. Winn, manufacturer of and dealer in oils, has been established in business here since 1871, with ample capital and perfected facilities at command, and makes a specialty of animal and vegetable oils, illuminating and lubricating oils, and the celebrated Excelsior brand of cylinder and engine oils; also, dealing in camphene, turpentine, varnishes and japans; gasoline for gas machines, benzine and naphtha. He occupies four floors and a basement, 25 x 75 feet each, with immense storage capacity, and steady employment is given to thirty skilled and expert hands. The illuminating oils manufactured here are of the highest standard, pure water-white, of extreme fire-test, non-explosive and deservedly esteemed for their splendid light-producing qualities. In lubricating oils this house is equally famous; its cylinder, engine and machinery oils are manufactured with the greatest care and by the most approved processes, the result being that they are pure and reliable, guaranteed free from acids or grit, of high fire test and low cold test, and in constantly increasing demand by leading railway companies, steamship lines, manufacturers and other large consumers. The house has a very large export trade with Europe, South and Central America, and other foreign ports, and enjoys an enviable reputation throughout the markets of the world. All orders by telephone, "Cortlandt 1791," by telegraph or mail, receive prompt and perfect fulfillment. Mr. Winn is a native of England, who came to this country thirty years ago; a member of various local organizations, and prominent and popular in commercial circles.

WILBUR H. TOWNSEND, Broker and Dealer in Petroleum and Lubricating Oils, Room 115, No. 29 Broadway.—The history of American manufacturers has never been fully written; in fact the data for such a work is not available. The noble efforts which have contributed to the stupendous results now attained are not generally a matter of record. It is interesting, however, to note those houses whose history is also that of the development of the special industry in which they are engaged. Mr. Wilbur H. Townsend bears the distinction of being one of the largest commission merchants in naphtha and gas oils in the United States. He established himself here in 1878, as a broker and dealer in petroleum and lubricating oils, and on the discovery that oils could be used for manufacturing gas and for fuel he made that class of goods his specialty and now stands among the largest brokers in this line of trade. He handles tank car lots only in crude naphtha, etc., paying special attention to that line of business, and sells for independent refineries and others, shipping direct from the same to his customers. Crude oil, naphtha, and gas oil for gas purposes are handled as a specialty in extensive quantities throughout the United States. Orders of whatever magnitude are filled at short notice and on the most favorable terms.

Mr. Townsend is a native of Hartford, Conn., in the active prime of life, is an authority in the oil trade, and one of the representative brokers and business men of New York.

JOHAN J. KELLER & CO., Sole Agents for John R. Geigy & Co., Basle, Manufacturers of Aniline Colors, Dyewood and Tannin Extracts, Etc., No. 104 Murray Street.—A commercial industry that has become an almost absolute necessity during the last quarter of a century to manufacturers and producers who desire to have their interests carefully looked after in the great business centres, is that of the manufacturers' agent. It is an industry that is beneficial to both the producer and consumer, as it saves both the expenses of traveling, and unsatisfactory dealings which are almost sure to occur under the old system. A well-known prosperous house engaged in this line of trade in the great metropolis is that of Messrs. John J. Keller & Co., sole agents for John R. Geigy & Co., manufacturers of aniline colors, dyewoods and tannin extracts, etc., whose works are located in Basle, Switzerland, and are among the most celebrated in the world, in consequence of their superior productions and reliable business methods. The firm was founded over a century ago, and since the introduction of their goods to this market the present agents, Messrs. John J. Keller & Co., have represented them here. They have always enjoyed a first-class patronage, wholesale in its character, and extending throughout the entire United States, which is constantly increasing in volume and influence, necessitating a branch office at No. 134 Chestnut Street, Philadelphia, and another at No. 153 Milk Street, Boston, both of which are enjoying a large and lucrative trade. The premises occupied in this city are very spacious and commodious, comprising an entire four-story building, which is admirably fitted up and equipped with every convenience for the successful transaction of business and accommodation of the large stock constantly on hand. The stock carried is full and complete and embraces everything in the line of aniline colors, dyewood and tannin extracts; all of which are the very best products of Messrs. John R. Geigy & Co.'s factory in Basle. These goods are without doubt the very best in the market, and are in constant demand by woolen, cotton and other fabric mills, dyers, tanners, and all others using such goods, while with the close relations Messrs. John J. Keller & Co. enjoy with the producer, together with their long experience in the trade, customers can always depend upon having their orders filled promptly, correctly, and at the very lowest possible figures. The honored senior partner, Mr. John J. Keller, died in 1885, and his sons, Messrs. Ernest and Robert J. Keller, continued the business until January 1, 1895, when Mr. John C. Garnaas, who had for five years previous held power of attorney from the firm, was admitted to partnership. Messrs. Keller are natives of this state, and all are reliable and honorable business men, and more than popular in social and commercial circles.

THE ROESSLER & HASSLACHER CHEMICAL COMPANY, Manufacturers and Importers of Chemicals, Drugs and Ceramic Colors, No. 73 Pine Street.—The business so ably conducted by The Roessler & Hasslachner Chemical Company, forms an enterprise enjoying a deservedly high fame both at home and abroad. The company was incorporated in 1894, under the laws of the State of New York, the business having been in operation since 1882, and the following are the officers and directors, viz: Jacob Hasslachner, New York, president; Franz Roessler, New York, vice-president; Wm. A. Hamann, New York, secretary. Board of Directors, Alexander Schneider, Frankfurt, o' M.; J. K. Creevey, New York; Franz Roessler, New York; Jacob Hasslachner, New York. The company commands a business of great volume as manufacturing and importing chemists, operating extensive works at Perth Amboy, N. J.; and make specialties of purified chloroform, U. S. P., and acetone, pure, manufactured under United States patents; cyanide of potassium purified; hyposulphite of soda, (anti-chlorine), red prussiate of potash, (ferry-cyanide of potash), peroxide of sodium in powder form; peroxygene, stable and economical substitutes for the unstable liquid hydrogen peroxide, for bleaching wool, silk, mixed goods, hair, horn, straw, bone, oils, etc.; quinine salts, U. S. P., gold and silver brand; yellow prussiate of potash, oxalic acid, chloral hydrate, salicylic acid, acetanilid, permanganate of potash, oxide of cobalt, oxide of tin, and a full line of ceramic colors and enamelling materials. They are likewise prominent in the trade as representatives for the U. S. and Canada of the German Gold and Silver Refinery, Frankfurt o' M., Germany; the Chinin Fabrik Auerbach, Auerbach, Hessen, Germany; Dr. August Seyferth; the Chemische Fabrik Griesheim, Frankfurt o' M., Germany; Mess. Kimheim & Co., Berlin, Germany; the Societe Anonyme de Produits Chimiques Etablissements Maletra, Paris and Rouen, France; the Verein Chemischer Fabriken in Mannheim, Germany; the Aluminium Company, (Limited,) of London, Eng.; Mess. Wassermann & Jager, Kalk, Germany; also, sole agents for the European Yellow Prussiate of Potash Syndicate. In the manufacture of its specialties the company is most highly famed for the choice character of the brands for which it makes itself responsible, and their increasing sales have afforded convincing proof that the efforts of the management to supply only the best of chemicals, with the purest ingredients, have been thoroughly appreciated. A branch office is operated at Chicago, and the trade is supplied everywhere to the full extent of its wants, at short notice and on the most favorable terms. Circulars and price lists are mailed on application. President Hasslachner and Vice-president Roessler are not only famed among their fellow-chemists for their thorough practical knowledge and scientific attainments, but are highly regarded in the business world for their sterling enterprise and entire reliability. Both are of German birth, residents of this city since their early youth, members of the Drug

Trade Club, the Liederkrantz and Arion Singing Societies and other local organizations, and young men of experience, ability and high repute.

O. H. JADWIN, Wholesale Druggist, No. 63 Cortlandt Street.—This is one of the oldest and most respected drug houses in the metropolis, Mr. Jadwin having established himself in business in this city in 1865, and has enjoyed a career of reasonable success from the outset. He is a thoroughly educated pharmacist, having



O. H. JADWIN.

passed through a ten years' apprenticeship and clerkship to the profession in his native state, Pennsylvania, where, in Carbondale, he opened a retail drug store in 1856, opening soon afterward a branch store at Honesdale. His active disposition however sought a wider field of effort, and in 1864 and 1865 he sold out an interest in his two Pennsylvania stores to his three brothers and came to New York, where he opened a drug store on Greenwich Street, removing the following year to the present address. Mr. Jadwin's skill promptly secured for him the confidence and patronage of the community, and his business speedily increased in the wholesale line, in which it stands prominent in the city. He owns the building he occupies, a four-story

structure, 25 x 75 feet in area, which is amply stocked, from cellar to loft, with a full line of drugs and druggists' articles, in the handling of which a corps of clerks is employed. He also runs wagons for the sale of goods of his own manufacture in the Eastern States. The specialties he deals in are remedies familiar to the public as "The Jadwin Preparations," and the "Hooper Preparations," both of which command extensive sales by reason of their established and renowned efficacy. Mr. Jadwin's forty-seven years of practical experience in the drug business make him an authority in the trade as a practical pharmacist, and he is now one of the oldest druggists in the city in continuous business, and a respected member of the Wholesale Drug Association of New York, as well as of the Grand Army of the Republic, he having raised a company of volunteers that opposed General Lee at Gettysburg, Pa., in the late war.

C G. BACON & CO., Wholesale Druggists, No. 218 Greenwich St. —Following closely in the footsteps of such houses as those of Messrs. Powers & Weightman, of Philadelphia, and the Mallin-crodt Chemical Works, of St. Louis,—two of the largest firms of manufacturing chemists in the world—we find the house of Messrs. C. G. Bacon & Co., occupying spacious premises as above. This business was founded thirty-five years ago, by Messrs. Fraser & Lee, as wholesale druggists, and was purchased by the present firm in 1892. Since the latter date the business has become almost entirely a manufacturing one in its purposes and aims, and the new firm are making rapid and substantial strides toward the front ranks of their profession, as the extensive output of their laboratory well proves. They



C. GRAHAM BACON, JR.

occupy an entire five-story building, 28 x 100 feet in area, the upper floors of which are devoted to the manufacturing department, where steady employment is given to thirty skilled hands. The establishment as a

whole is one of the finest, most attractive and convenient to be found in the wholesale and manufacturing drug trade of this city. No old stock here, all new and fresh. The firm manufacture a general line of fluid extracts, pharmaceutical compounds, acids, salts and tinctures, and possess superior facilities for rapid and perfect production; while they also handle a full line of drugs, chemicals, patent medicines, druggists' sundries, etc. Their acids, tinctures and essences are renowned alike for purity, freshness and low prices; and their fluid extracts and compounds have become staples with the drug trade wherever introduced. The reputation of these manufactures for uniform excellence has created a great and growing demand not only in this country but likewise abroad, and the firm are now doing a notable export trade as well as a large and important import business. They supply a complete line of the officinal preparations of the pharmacopœia, and all unofficinal in popular use, and guarantee them of uniform and standard strength. Their non-patent list consists of original preparations and everything demanded by the live retail druggist. They believe that honest goods and reliable formulas faithfully followed soon obtain recognition and appreciation from a conscientious and discriminating profession, and they invite from the trade a close scrutiny of prices, formulas and output, believing that the verdict will be that the firm can serve them with mutual satisfaction and profit. The firm is composed of Col. C. G. Bacon, C. Graham Bacon and Frank D. Otis. The two latter gentlemen are pharmaceutical graduates and rate high in the list of expert chemists in the drug trade. Mr. C. Graham Bacon, Jr., acts as general manager, and, although a young man, has had a wide experience in the business. He is one of the governors of the Drug Trade Club, of this city, and, besides his prominence in mercantile and professional circles, he is an ardent horseman. His father, Col. Bacon, who has not been actively engaged in business for some years, occupies a desk in the office of the firm and gives them the benefit of his experience and capital. Mr. Otis was formerly with the old firm of Fraser & Lee, the predecessors of this firm, and combines his expert knowledge with the professional ability of the other partners to form a firm of commanding influence and brilliant promise. Since the retirement of the old firm of Hall & Ruckel from the jobbing drug business, C. G. Bacon & Co. have obtained the services of several men whose names are "household words" in the drug trade, and who had been identified with the former house for upwards of twenty years, and it is a significant fact to see such men as Frank S. Henry, G. A. Fuller, S. M. Aller, S. E. Cole and Dr. J. E. Brown with this young firm, and certainly argues that with age will come an indisputable position of superiority.

J. MARSCHING & CO., Importers of Oxides and Chemicals For Pot-
ters and Glass Manufacturers, Mineral Colors, Gold, Etc., No. 27
Park Place.—One of the best known and principal houses in New
York in its special line of trade is that of J. Marsching & Co.,
importers of and wholesale dealers in oxides and chemicals for potters and
glass manufacturers, mineral colors, gold preparation and materials for
china and glass painting, who are also the most prominent house in bronze-
powder, Dutch metal, aluminium leaf, etc., in the United States. The head-
quarters of this widely known concern comprise three floors, each 25 x
100 feet in dimensions, and they are fitted up with every convenience for
the prompt dispatch of business. The house was established over a quar-
ter of a century ago, by Messrs. J. Marsching, and Edw. Drakenfeld, both
natives of Germany, but long-time residents of New York, and both have
since retired from the active part of the business, Messrs. B. F. Drakenfeld
and C. A. Trautvetter succeeding as the active members of the firm, Mr. J.
Marsching maintaining an interest as a special partner. Mr. B. F. Draken-
feld is a brother of Mr. Edw. Drakenfeld, who has been connected with the
firm for the past ten years, while Mr. Trautvetter has been with them
for the past seventeen years, since his boyhood. Mr. Drakenfeld man-
ages the outside business of the concern. They are both young men
of fine abilities and are acknowledged experts in their special line and
have made themselves a reputation as honorable and reliable business
men of which they can well be proud. The trade of the house extends
all over the United States, Mexico and South America. Thirty hands
are employed; a heavy stock is carried, and all orders are filled upon
the most favorable terms.

W. CALDWELL & CO., Gums, Dyestuffs and Chemicals, J. Millar
Nicol, Manager, Nos. 39-41 Cortlandt Street.—This is a very
old and a well-known concern. The works at Paisley,
Scotland, have been in operation for about a hundred years.
W. Caldwell & Co. are manufacturers of gums for envelopes, aniline dyes,
dye stuffs, and chemicals for the textile industries. They produce a very
superior class of goods, and their productions are in extensive and growing
demand throughout the United States. J. Millar Nicol, the American rep-
resentative of the firm, is a gentleman in the meridian of life and a native
of Scotland. He is a man of energy and thorough practical experience in
the business, and is fully conversant with the trade. He was formerly with
the concern at Paisley for a number of years, and became a partner in 1890.
He opened the New York branch of the firm about four years ago and the
enterprise has proved a positive and permanent success. W. Caldwell &
Co. had their office formerly at No. 312 Broadway. They sell to envelope
manufacturers, dyers, print works, textile manufacturers, and the trade
generally, and can fill orders for anything in their line on short notice, and
on most advantageous terms.

A. B. ANSBACHER & CO., Manufacturers and Importers of Paints
and Colors, No. 4 Murray Street.—The house of A. B. Ansbacher
& Co. is one of the oldest dry color houses in the country, and
for the last thirty-five years has been prominently before the
paint trade. It has always been renowned for the superiority and uni-
formity of its products, and noted for its enterprise and progressiveness.
Its trade now extends all over the United States, and its colors are used by
almost every consumer in the country. They cater not alone to the paint
grinders' trade, but are also headquarters for all colors used by printing
ink manufacturers, lithographers, tin decorators, oil-cloth manufacturers,
paper stainers, agricultural implement manufacturers, and kindred indus-
tries. The business was established in 1852, by Mr. A. B. Ansbacher, who,
originally only importing ultramarine blues and bronze powders, has
gradually brought it to the prominence which it now holds. Twenty years
ago, Mr. M. D. Eger was admitted into partnership. This gentleman was
born in Philadelphia, and is a business man of thorough experience and
ability. Three years ago, Mr. D. A. Ansbacher, son of the founder of the
business, also came into the firm. He is a native New Yorker, and popu-
larly known in the trade. The business premises at No. 4 Murray Street,
consist of four floors, fitted up with every facility for the prompt filling of
orders. The works are situated in Brooklyn. They are equipped with the
most improved machinery, and about fifty hands are constantly employed.
A heavy stock is carried, and orders are always filled without delay.
Messrs. A. B. Ansbacher & Co. also have a branch house at No. 2631 Dear-
born Street, Chicago, Ill., where a heavy stock is likewise carried and
from which the Western trade is supplied.

M. CALM & BRO., Manufacturers and Importers of Chemicals, No.
12 Cedar Street.—Although a comparatively young house, this
firm have a large business. They have been established since
1891, and have been highly successful from the start. Their
works and laboratories are in Brooklyn, and they have a Western branch at
No. 183 Illinois Street, Chicago. They have first-class productive facili-
ties, and employ a number of hands in the various departments. The
Messrs. Calm produce and handle a variety of products, and sell to the
trade throughout the United States. The premises occupied by them as
office and warehouse are commodious and well ordered, and a heavy
stock is always kept on hand, including borax, boracic acid, caustic potash,
caustic soda, bleaching powder, sulphide, arsenic, and various other chem-
icals. The firm is prepared to quote lowest prices on anything in its
line, and all orders are promptly attended to. The Messrs. Calm are
gentlemen in the full prime of life and are natives of this city. They are
men of thorough experience in the business, of energy and enterprise, and
well known in the trade. The senior partner is also secretary and treas-
urer of the Preservative Manufacturing Company.

A. D. BLANCHET, JR., Importer of Essential Oils, Vanilla Beans, Olive Oil, Fine Drugs, Etc., No. 80 Warren Street.—To obtain pure drugs and similar products is a matter of great importance to those who use them. A well-known, prosperous house devoted to this special line of trade in the great metropolis is that of Mr. A. D. Blanchet, Jr., who is sole agent for the United States and Canada for Jeancard & Gazan, Cannes, France. He carries a large stock of their goods on consignment constantly on hand and has acquired a most enviable reputation for the superior excellence and purity of goods, and for the liberal treatment of his patrons. This enterprise was founded by the present proprietor in 1890, at this address, and at once became the recipient of a very large and influential patronage that now extends throughout the United States, and is constantly increasing in volume, giving steady employment to three traveling salesmen. The premises utilized are spacious and commodious, and comprise a finely appointed office and sample-rooms, covering an area of 30 x 100 feet. A full and complete stock is kept constantly on hand and every facility is employed for the prompt filling of all orders. The stock embraces all kinds of essential oils, olive oil, vanilla beans and fine drugs of established merit and reputation, essences, extracts and everything required by the best class of druggists, confectioners, perfumers and soap manufacturers. These goods are all of his own importation or selection, and being a thoroughly practical man in chemistry, customers can faithfully rely upon all goods to be as represented. His connections with dealers and manufacturers in foreign countries are of the closest character, which enables him to obtain his supplies direct from first hands and at lowest prices, which is a matter of no small consequence to his patrons. He makes a specialty of handling vanilla beans, also other fine flavors. Mr. Blanchet is a native of New Jersey, and is one of our most enterprising and reliable merchants, and highly respected by all with whom he has any dealings. Mr. Blanchet also controls the West India Tamarind Laxative, for biliousness and indigestion, and which is warranted purely vegetable and a specific for these ailments.

G EORGE W. SPEAIGHT, Manufacturing Chemist, Nos. 106 and 108 Fulton Street.—Among the number of manufacturing chemists deserving of special mention is Mr. George W. Speaight, whose factory is in Brooklyn. Mr. Speaight established business twelve years ago, and has since built up an extensive trade, having customers now in all sections of the United States and Canada. Mr. Speaight manufactures carbon bi-sulphide and sulphur chloride, which is manufactured especially for the rubber trade, also acids of various kinds, and deals in various other chemicals and paste for coloring rubber, which he disposes of to rubber and cement manufacturers, drug houses, etc. His factory is equipped with the most improved appliances, a force of hands is

employed, and the output is a large one. A heavy stock is carried, and all orders meet with prompt fulfillment. Mr. Speaight was born in New York, resides in Brooklyn, and is favorably known in both business and social life.

D EHAMME-DELETTRE BRUSH COMPANY, Manufacturers Hair, Tooth, Nail, Infant, Shaving and Plate Brushes, No. 15 Murray Street.—As in many other branches of industry, the French excel in the manufacture of fine toilet and fancy brushes, and the indications are that they are bound to maintain supremacy in this line. Notable among the leading concerns in the business is the Dehamme-Delettire Brush Company, W. L. Martin, American manager. They are manufacturers of hair, tooth, nail, infant, shaving and plate brushes, and their productions are of highest grade. These goods are noted for beauty of design, elegance of workmanship and finish, and unsurpassed by any on the market. The Dehamme-Delettire Brush Company is an international concern, and has been in existence fifteen years. It is registered in Paris, France, and was incorporated under the laws of the State of New Jersey in 1891, with a capital stock of \$40,000. The principal office is at No. 91 Rue Lafayette, Paris, and the factory is at Canvigny, France. Mr. Martin, the American representative of the company, is a man of thorough experience in the business, and is fully conversant with the wants of the trade. He carries an exceedingly fine line, which includes besides exquisite productions in hair, tooth, nail, infant, shaving and plate brushes; also powder puffs, quill tooth-picks and other specialties. He sells to jobbers exclusively, and can fill orders on short notice.

S HERER BROTHERS, Analytical and Consulting Chemists, No. 122 Front Street.—Experimental and practical chemistry have in recent years made very rapid progress, not alone in the domains of art, but in their application to manufactures and constructive industries generally, the old-time guess-work methods giving place to scientific systems. How greatly this is to the advantage of the entire community is manifest. A consequence of this better state of things, is the increasing demand for the services of competent and skillful analytical chemists. The firm of Sherer Brothers has for a long period stood at the top of the list of skilled analysts, in this city. The firm was established many years ago, and has enjoyed extensive patronage, its clients comprising many of the largest business houses in the United States. It has made a specialty of sugar analysis and established a high reputation for the accuracy with which its tests were conducted. The firm-name has remained unchanged from the date of its establishment, although the business is wholly owned by Mr. John A. Sherer, his brother, Edward, having retired about fourteen years ago.

THE ARABOL MANUFACTURING COMPANY, Manufacturers of Prepared Gums, Glues, Sizes and Finishes, Pastes, Cements, Mucilage, No. 13 Gold Street.—The Arabol Manufacturing Company fill a niche in the industrial and commercial activity of this city peculiarly their own. They are manufacturers of prepared gums, glues, sizes and finishes, pastes, cements and mucilage; and are prepared to furnish adhesives for all kinds of pasting and gumming machines. Their Gum Arabol, for the gumming of labels and postage stamps, is cleaner than gum arabic, stronger than dextrine, tasteless, ready for use on envelope machines for the heaviest paper, and unexcelled for gloss. It resists the



effects of high and moist temperatures better than any other gum. Gum Arabol replaces gum arabic for all lithographic purposes, for etching, transferring, for gumming and covering stones. It is liquid and strictly free from all grit and impurities. It is also used for mixing with colored inks, for gold printing and for making transfer paper. A special quality of Gum Arabol is offered to manufacturing confectioners for making hard gum drops, jujube drops, jelly gum drops, licorice drops, marshmallow drops, tablets, and for glazing almonds and peanuts. Arabol Mucilage is the only transparent and the cleanest mucilage in the market.

Sphinx Photographers' Paste, to draw up photos and for general office work, is stronger than any starch paste, ready for use, dries quicker and saves more than its own cost in labor. Their "Machine Gum" sells to publishers, printers, newspapers and stereotypers for pasting wrappers and for use on machines which paste the inner leaves in newspapers. Its property not to mold, ferment or erust makes it the favorite paste with all classes of trade for general use. Railroad and express offices use it largely, as it does not wash off in the rain. "Sphinx Glue" is used by paper box manufacturers and book binders; "Cristol-Paste" by bottlers, brewers, wine merchants, druggists, etc.; "Sphinx Shoe and Leather Paste" is the favorite with shoe, harness, carriage, trunk manufacturers, etc.; Sphinx Silk Finish is far superior to glue and gelatine heretofore used for finishing broad silks and silk ribbons. Their "Glutol" supersedes animal glue for painters' and decorators' use, being liquid, always ready for use and preventing waste and the souring of kalsomine. The Sphinx Laundry Finish is hailed by the steam laundries as the greatest improvement of recent years. It gives the fine linen finish, which is now generally preferred to the old-time shining wax finish. In the same way refinishers of garments obtain better results with the Sphinx Cleaners' Finish than with glue or flaxseed. The Arabol Manufacturing Company make, besides, a great variety of sizings for cotton,

woolen, carpet and flax mills, suiting the manifold special wants of the trade. Their Arabol Paper Size has become a household word with the paper manufacturers, and their Sphinx White provides a cheaper way for coating paper than any heretofore known. Bronze Printing Gum and Mica Colors for wall paper manufacturers is another specialty of theirs. The company was awarded the highest medal at the World's Columbian Exposition, and enjoy a heavy and influential trade in all parts of the United States, Canada and many foreign countries. Illustrated catalogues and price lists mailed on application. The officers of this company are as follows, viz: Julius Jungbluth, president; Edward Weingärtner, vice-president; C. Seitz, secretary and treasurer. Messrs. Jungbluth and Weingärtner are natives of Germany, while Mr. Seitz was born in Switzerland; and all are expert and successful manufacturers, who have won a well-deserved pre-eminence in their branch of industry.

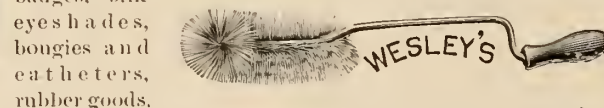
PASSAIC CHEMICAL COMPANY, (Newark, N. J.) Manufacturers of Acetic Acid, Sulphurous Acid, Oil Vitriol, Brimstone, Sulphur (Flowers and Flour,) Bi-Sulphite of Lime, No. 254 Pearl Street.—For very nearly half a century, or, to be exact, since 1845, the Passaic Chemical Company has been in existence. It is one of the oldest concerns of the kind in the country, and its products are widely and favorably known. These include acetic acid, sulphurous acid, oil vitriol, brimstone, sulphur, bi-sulphite of lime, etc., and are shipped to all parts of the United States. The works of the company are in Newark, N. J., and cover two and one-half acres of ground. They are conveniently located on the Passaic River, and are provided with full steam power and all the latest improved machinery and appliances known to the industry. The facilities for production, storage, shipping, etc., are first-class in every respect, and a large force is employed there. They are manufacturers of roll brimstone, Virgin Rock brimstone, flour sulphur, copperas, sulphuric acid, oil vitriol, acetic acid, flowers brimstone, sulphurous acid and bi-sulphite of lime, all of which command large sale. They are sulphur refiners, and turn out a very superior article, pure sulphur for rubber manufacturers, etc., being a specialty. The brimstone and sulphur which they offer to the trade cannot be excelled in purity and brilliancy of color. The machinery used by them is the best that money will purchase for this purpose, and will turn out any quantity wanted. They have shipped both sulphur and brimstone to over two hundred buyers, with the most flattering results. Their sulphur will be found to be perfectly free from acid, and they are willing and desirous to have the same analyzed by all that use it. Care is used to put it only in good packages. The company are prepared to fill large or small orders at sight, and goods are delivered free on board at New York.

W. H. KEMP COMPANY, Manufacturers of the Finest Grades of Gold, Silver and Aluminum Leaf, Importers and Dealers in Composition, Metal Leaf and Bronze Powders, Etc., Nos. 176 and 178 Hudson Street.—The position occupied by the paint trade of this city is such that in compiling a work that covers the general industries of the metropolis it is necessary to make special mention of a house that adds materially to the solidity of the enterprises that go to make up the reliable organizations of that trade. The house referred to is that of the W. H. Kemp Company, who are manufacturers of the finest grades of gold, silver and aluminum leaf; the Diamond brand of improved patent gold leaf for gilding in the air; and importers and dealers in composition, metal leaf and bronze powders; and refiners and smelters of gold waste produced by book-binders, gilders, painters, decorators, etc. The business was founded in 1849, by Mr. W. H. Kemp, who died in 1891, after a long and successful business career, and the present company was then organized. The plant of the company comprises two entire buildings, each four stories and basement, covering a ground area of 100 x 50 feet, and steady employment is given to eighty skilled and expert hands. Only the best methods and processes are used, and the output commends itself by its own intrinsic merit. The trade is supplied to the full extent of its wants at short notice and on the most favorable terms, and several salesmen are sent on the road. The business extends to all parts of the United States, and large quantities are also sold for export. The success of the house has been attained solely through the merits of its operations, and whatever praise may have been bestowed upon its goods has at all times been no more than is justly warranted and deserved.

HOT SPRINGS BARYTES COMPANY, Manufacturers of Pure Air Floated Barytes, Bayaud & Stevens, Selling Agents, Nos. 60 and 62 New Street.—Baryta is the heaviest of the earths, the specific gravity being as high as four and one-half. It is an oxyde, the basis of which is a metallic substance called barium. It is generally found in combination with sulphuric and carbonic acids, forming the sulphate and carbonate of baryta. The former is known as barytes, sometimes called heavy-spar, and is used for mixing with paint. The leading mines where these barytes are found are at Hot Springs, N. C., and are owned by the Hot Springs Barytes Company, who operate mills there for the manufacture of pure air floated barytes. This company has its New York offices as above, with the firm of Bayaud & Stevens as selling agents. The company was incorporated in 1893, under the laws of the State of New York, with a capital of \$50,000, and is officered as follows, viz.: Theo. W. Bayaud, president; G. F. Perrenoud, secretary and treasurer; John Doherty, superintendent and manager. The mills have a productive capacity of twenty tons per day, and give employment to forty skilled and expert hands. The barytes here manufactured are as pure and

fine as they can possibly be made, and are in heavy and increasing demand, for mixing with paints, by the trade in all parts of the country. The company own or has leases of all the pure barytes property in the vicinity of their mills, and are in a position to conduct operations upon the largest scale and to guarantee the prompt and perfect fulfillment of all orders. President Bayaud is a New Yorker by birth and residence, and one of the representative merchants of the metropolis; president, also, of the J. R. Alsing Company, manufacturers of machinery in this city, and closely identified with the commercial growth of the metropolis.

ARTHUR W. HAHN, Manufacturer and Dealer in Druggists' Glassware and Sundries, No. 61 Park Place.—The gentleman whose name heads this sketch has been established since 1891, and has built up a trade that extends throughout the United States, and his annual sales reach quite a handsome figure. Mr. Hahn was born and raised in this city, and is thoroughly conversant with the wants of the trade. He is manufacturer of and dealer in druggists' glassware and sundries, and can quote bottom prices. He handles first-class goods, and carries full and fine lines. He is prepared to give special quotations on woodwork, (store fixtures), and can guarantee the utmost satisfaction. Mr. Hahn occupies commodious quarters, and employs an efficient staff. He has excellent facilities, and keeps on hand always a very large and varied stock, which is of a comprehensive character, and includes shelf bottles, glass labels (all styles), zinc mortar signs, drawer pulls, show bottles, (all kinds) decorated jars, window brackets, scales and weights, jars, (all kinds) tumblers and holders, vials, (all kinds) sample bottles, corks, "Lion" brand, evaporating dishes, mortars, (all kinds) funnels, (all kinds) alcohol lamps, (all kinds) graduates, (all kinds) drug mills, tincture presses, suppository moulds, percolators, pill tiles, spatulas, spoons and scoops, retort stands, twine, twine boxes, suspensory badges, silk



eyes shades, bougies and catheters, rubber goods, breast instruments, Robinson's zinc inhalers, vaccination shields, Wesley's bottle brush, No. 2 Magic bottle brush, feeding bottles, etc., medicine droppers, medicine glasses, camel's-hair pencils, syringes, (all styles) atomizers, chemical ware, cologne bottles, thermometers, hydrometers, and all kinds of specialties. The trade is supplied by him on the most favorable terms, and all orders are carefully and promptly filled. Mr.

Hahn is sole manufacturer of Wesley's Nursing Bottle Brush, which is one of the best inventions existing for cleansing thoroughly all kinds of bottles, decanters, flasks, lamp chimneys, fruit jars, etc. Being shaped peculiarly it cleans the corners, shoulders, and all parts of the bottle easily, which can not be done with any other brush. The handle being of stiff metal allows strength to be used, thereby cleaning thoroughly and quickly. Hahn's patent, No. 519948, is on each brush, and all brushes attached to a handle in a similar manner to this brush are infringements on this patent.

SOLON PALMER, Perfumes, Nos. 374 and 376 Pearl Street.—America's leading perfumer and toilet soap maker is found in the person of Mr. Solon Palmer, who, together with his son, Eddy Palmer, forms the firm which bears his name. On the 26th of June, 1847, Solon Palmer threw open the doors of his establishment to the public, and from that day to the present time, embracing a period of nearly fifty years, the management of the business, as well as the style of the firm, has remained unchanged. A vast trade has been built up all over this country, as well as in foreign parts, and the house is everywhere recognized as the leader in its line. Prizes have been awarded at the World's Industrial Exposition held in New Orleans in 1884, gold medals for Frangipanni and Lavender water, and silver medals for India Bouquet soap, and Invisible; at the Southern Exposition held in Louisville, Ky., in 1885, the firm received the highest awards for its perfumes, and at the American Institute Fair, New York, Mr. Palmer was awarded medals of superiority, in 1883 and 1884. The premises occupied comprise two five-story buildings, and all the departments are fitted up and equipped with the finest improved machinery and appliances. Ample steam power is provided, and over seventy-five experienced men and women are constantly employed. Mr. Palmer manufactures toilet requisites of unapproachable excellence, consisting of perfumes, toilet soaps, and preparations for the complexion, for the teeth, hair, etc., which have obtained for him the world-wide reputation of being the leading perfumer of America. Only the purest materials are used in making them, and their combination is perfect. They are guaranteed to be absolutely pure, and are sold all over the country by all reputable druggists. Orders are filled promptly and at popular prices, and business relations entered into with the firm of Solon Palmer invariably prove pleasant and profitable to all concerned.

OSCAR LEISTNER & CO., Importers and Commission Merchants, No. 621 Broadway.—Established January 1, 1894, this firm have been very prosperous from the start. They import art novelties, fancy toilet articles, specialties in rubber goods, etc., and are agents for the Bavarian Art Export Association in Munich. Owing to the great success of the Bavarian exhibit at the World's Fair in Chicago, a

syndicate, composed of prominent Bavarian manufacturers of art and mechanic art goods has been formed, and in order to facilitate and develop their business connections in the United States and Canada, have established the association above named. As the American agency has been entrusted to Oscar Leistner & Co., this firm cordially invite their patrons to favor them with a visit at their sample-room in the Cable Building, feeling confident that the artistic taste and superior quality of the goods shown by them will meet with full appreciation. They display a varied and splendid assortment, which comprises handsome novelties in stationery and ivory sculptures, superb in decorative leather and wall decorations, exquisite glass paintings, porcelain paintings and kindred works of art, beautiful oil paintings, (copies from old and modern masters), clocks with artistically painted dials, fine metal goods, rich and artistic productions of the jeweler's gold and silversmith's art, embossed copper goods, statuary, wood carving, gilded articles, gas and electric fixtures, theatrical hardware, etc. Messrs. Oscar Leistner and Bernhard Rothpletz, who compose this enterprising firm, are gentlemen in the meridian of life and natives of Germany, and have been engaged in this line for a number of years.

WILLIAM L. STRAUSS & CO., Importers of Druggists' Sundries, Artists' Materials, No. 27 Warren Street.—To those well acquainted with the standing and scope of the representative mercantile houses of New York, the eminence of this house is a matter of common knowledge. The firm are sole agents for Probst's Aluminum Combs, warranted not to tarnish or break; Matthias Oechsler & Sohn, manufacturers of bone and ivory specialties; P. G. Bauriedel, manufacturers of all kinds of wafers for medicinal and confectioners' use; Gebr. Zierlein, manufacturers of all kinds of brushes, which received the highest award at the Chicago Exposition; J. G. Hebart's night tapers, etc. These and other specialties here displayed are all of imported varieties and are obtained direct on the most favorable terms—which this house is able to secure by virtue of the versatile knowledge possessed by the management concerning the intrinsic and market value of the goods, as well as by their acquaintance with the best sources of supply. The vantage ground gained by these several means has been potent in enabling the house to command a trade in all parts of the United States and Canada. In combs, brushes, baby comforters and rattles, camel's-hair pencils and other fine artists' materials, this firm can challenge comparison as to quality and defy competition as to price. Mr. Strauss, the active member of the firm, established the business here in 1889, having followed the trade altogether for a period of twelve years, and is recognized as an expert authority therein. He was born at Frankfort-on-the-Main, Germany, coming to New York in 1886. He publishes a handsome catalogue of his specialties, and supplies jobbers in this line to the full extent of their wants.

D. B. BRITTON, Sole Agent for Cahn, Belt & Co., Pure Rye Whiskies, Sole Proprietors of the Celebrated Maryland Club Whiskey, No. 61 Park Place.—The "Maryland Club" has been a favorite brand of whiskey with the general public as well as connoisseurs since it was first introduced into the market in 1865, by the firm of Cahn, Belt & Co., of Baltimore.



Their office in that city is at No. 606 East Lombard Street. Over twenty years ago a New York office was established, which speedily achieved for itself a metropolitan supremacy in the trade. It is under the management of Mr. D. B. Britton, and is one of the most extensive wholesale liquor houses in New York. While the "Maryland Club" is the specialty of this house, other popular brands are largely handled by it, such as "Washington County Cabinet," "Standard Belt," "Imperial Wedding," "W. C. Maryland," "Old Continental," "Original Martin," and a large line of other dis-

tinguished and well-known brands of rye whiskeys. Uniformity of quality is in every instance guaranteed, the barreling and branding being under the supervision of the firm in Baltimore. Mr. Britton also deals in full lines of high flavoring distillations, especially adapted to the wants of jobbers, wholesale dealers, etc., which are in very extensive demand. His trade covers New York, and extends throughout the entire New England States. Mr. Britton is a native of Massachusetts, but has been a resident of this city over forty years, where his energy and business capacity have made him a leader in one of the city's most extensive business interests.

WILLIAM M. LESLIE, Importers and Wholesale Liquor Dealers, No. 87 Water Street.—One of the conspicuously prosperous houses engaged in the importation of liquors, and the wholesale handling of them in New York, is that of William M. Leslie. The business was established in 1852, and subsequently William M. Leslie, Jr. was admitted to partnership. Mr. Leslie has always consistently advocated the sale of only the best goods and has always aimed to carry a general line suited to the wants of the trade. His facilities are such that he is able to stock a first-class retail store without leaving his own premises. He is a direct importer of brandies, clarets, sherries,

rum, gins, ales, ports and whiskies, always catering to the best class of trade by handling only the best grades of goods. His store occupies the whole of a five-story building, 25 x 100 feet in area. Five clerks and salesmen are employed in the office, and six traveling salesmen are kept on the road. The trade of the concern is very large, covering every portion of the United States. The firm are the sole importers of Robert Younger's Scotch ale; Patterson & Hibbert's Bass ale; United Vineyards Proprietor's brandy; Thistle and I. X. L. gin; Mackenzie & Mackenzie's Albert biscuits. Fine imported wines form a prominent feature of their trade. They import various brands of excellent clarets; port and sherry wines; Jamaica and St. Croix rum; John Jameson's & Wise's Irish whiskey; Ramsay's and Caol Ila Scotch whiskey and Guinness's Dublin stout. They make a specialty of high grade whiskies and have a heavy and constant trade in the following famous blends: Imperial rye; Nelson County Rye of four brands, and Old Cabinet rye. They are also manufacturers of the celebrated "Leslie's Bitters" and likewise of Leslie's Orient bitters, Leslie's prune juice, Leslie's ginger wine, and Old Tom gin. The known financial stability of the firm gives them many advantages in the purchase of goods, and enables them to defy competition in prices. Mr. William M. Leslie is a native of Scotland. He resides in New York, where he is held in high esteem in the business community for his straightforward methods and upright character. The junior member of the firm was born and resides in New York.

W. H. TALLMADGE, Importer and Wholesale Dealer in Wines and Liquors, Commission Merchant in Pot and Pearl Ashes, Etc., No. 67 Washington Street.—One of the oldest houses engaged in the wholesale liquor trade of the metropolis is that of Col. W. H. Tallmadge. This house was founded in 1819, and has been conducted under the present management the past twenty years, Col. Tallmadge succeeding J. H. Degraw. The trade of the house is very large and widespread; extending from New England to the Gulf States, and westward as far as Dakota. Col. Tallmadge has for twenty years been agent for C. Edward French, distiller of Boston rum, at Boston, Mass., and is sole United States agent for "Signet Gin," made by A. C. A. Nolet, of Schiedam, Holland. These goods are noted for their purity and uniform excellence. He also deals in a general line of wines and liquors, making specialties of Kentucky rye and Bourbon whiskies. A very large stock is carried in the four-storied warehouse occupied, and orders are promptly filled upon most liberal terms. Col. Tallmadge likewise is a commission merchant in pot and pearl ashes, and does quite an extensive trade in this line. Consignments are solicited and prompt sales and returns are assured in every instance.



KAUFMANN & BLACHE, Importers of Wines, Liquors, Whiskies, Gins, Caroni Bitters, Etc., Etc., No. 50 Stone and No. 83 Pearl Streets.—No firm in this country engaged in the importation and wholesale handling of wines and liquors enjoys a more enviable reputation for the standard excellence and purity of its goods than does that of Messrs. Kaufmann & Blache. This business was inaugurated in 1889, by its present owners in New Orleans, La., at No. 32 Decatur and No. 5 Clinton Streets. In 1893 the headquarters were removed to this city, the New Orleans house being continued as a branch, with Mr. Oct. C. Blache in charge. Mr. Geo. P. Kaufmann looks after the business here. The firm is also represented in Bordeaux, France, at No. 11 Rue Blanc Dutronilh. The premises in this city consist of the ground floor and basement of a building, 25 x 85 feet in dimensions, where six employees are engaged. Six travelers are also kept on the road, and the trade of the house extends to all sections of the country, while a large export business is also done with South American ports, notably Buenos Ayres. Messrs. Kaufmann & Blache are the sole agents in the United States for several of the leading European wine and liquor houses, such as J. Prom & Co., Bordeaux, clarets and santernes; H. P. Kullmann & Co., Frankfurt-on-Main, Rhine and Moselle wines; Gamboa & Co., Jerez de la Frontera, sherries; Stuve, Rocha, Leas & Co., Oporto, port wine; P. de Mareilly Freres, Chassagne, Montrachet, burgundies; Peridier Fils, Montpellier, Cote wines; Laporte, Pere & Fils, Paris, cordials; Lejay-Lagoute, Dijon, France, cassis; David

McArthur & Co., Dublin and London, Irish and Scotch whiskey and Old Tom gin; Jan Van Donckseus & Zoon, Rotterdam, Horse Shoe Brand gin; H. & P. Normand Freres, Bordeaux, olive oil and alimentary products, etc. They are also proprietors of the Caroni Cocktail bitters. Orders are taken from bonded warehouse or for direct importation, and samples and prices are furnished on application. Both partners are young men of exceptional business ability and have won a well-merited and notable success.

SIDNEY M. WINTRINGHAM, Importer and Wholesale Dealer in Wines and Liquors, Sparkling Ciders, Ales and Porters, Nos. 35 and 37 Broad Street.—A concern that dates its origin back to the first quarter of the present century, and that has continued, without a break, through the entire interval in the possession of the family of the founder, is entitled to special recognition. Such a concern in every respect above suggested is that of Sidney M. Wintringham, which was established in 1816 by Thomas Wintringham. In 1832 it descended to Sidney Wintringham; in 1868 to Sidney Wintringham, Jr., and in 1892 to Sidney M. Wintringham, its present proprietor. It has thus been conducted by four generations of the same family without even experiencing any change in the names of its successive proprietors. Mr. Wintringham is an importer and wholesale dealer in wines and liquors, sparkling ciders, ales and porters, dealing exclusively in high grade goods, of which he carries a full line. While a heavy volume of business is transacted, the area covered by his operations is largely of a local character, as, in addition to controlling a fine family trade in this city, Mr. Wintringham makes a specialty of supplying clubs, hotels and restaurants, and conducts a large retail as well as wholesale business. Another specialty which he controls on a very extensive scale is that of bottling wines, etc., for the trade, and his house is without exception, the oldest in New York engaged in that line. His store occupies two basements, each forty feet by one hundred and ten feet in area, where a heavy stock of choice and valuable liquors is constantly kept, of his own direct importation. His trade is with the most prominent of New York's social representatives, and prices are always reasonable. Mr. Wintringham is a young man, but he has a thorough knowledge of his business, the joint result of heredity and personal experience.

GOURD & TOIRNADE, Importers of Wines, Spirits, Etc., Nos. 33, 35 and 37 South William Street.—An establishment which has for many years occupied a prominent position in the ranks of the wholesale wine and liquor trade in New York, and also

throughout the whole country, is that of Messrs. Gourd and Tour-nade. It is a very popular house, and a very reliable one, being one of the last two old French houses still existing in this country in their line. It was founded in 1855 by Mr. Simonin, who was later succeeded by various firms up to date. The present proprietors, who are both French, assumed control of the house in 1887, and under their able and energetic direction the limits of the trade have been much extended. Both partners are gentlemen of excellent business qualifications, and long experience in the trade. The firm are direct importers from all the best and most reliable sources of production in their line of goods, having long-established and most valuable connections abroad. They have created a great market in this country for the celebrated Liqueur Bénédictine of Fécamp, the importations of which into the United States, are larger than that of any other Cordial and constitute more than one-eighth of the total importation of Cordials in the United States. This liqueur has won great fame amongst our people, and there is scarcely a fashionable dinner given where Bénédictine does not conspicuously figure under the shape of the now traditional "petit verre," sorbets and cakes being also flavored with it. It is a great favorite with ladies on account of its tonic properties, combined with its exquisite taste, and as a digestive it could not be too highly commended.



The firm also imports a regular line of fine Sherries, Ports, Brandies, Scotch and Irish Whiskies, Champagnes, Burgundies and Bordeaux Wines.

RAOUL-DUVAL, STEVENS & HALL, Wines and Liquors, No. 63 Pine Street.—By large wine and liquor handlers conversant with their facilities and connections, the firm of Messrs. Raoul-Duval, Stevens & Hall is one held in the highest regard, as destined to play a leading part in the importation and sale of the choicest brands of those commodities. Although but just established, this firm's intimate acquaintance with the producing markets, their rare business aptitude, and honorable commercial principles give them an auspicious start and a cordial welcome from the trade. The firm are sole agents for Nath'l. Johnston & Sons, Bordeaux, the most prominent shippers of clarets and Sauternes in France; John Exshaw & Co., Bordeaux, whose brandies are so highly prized in England and on the continent; Manskopf & Sons, Frankfort-on-the-Main, sole purveyors of Rhine and Moselle wines to His Majesty the Emperor of Germany; Robertson Bros. & Co., London, Zerez and Oporto, shippers of sherries and owners of the famous "Rebello Valenti" ports; Robertson Sanderson & Co., Leith, owners of the "Celebrated Mountain Dew" and "Liqueur" Scotch whiskies; Tarquinio T. C. Lomelino, Madeira, whose wines were awarded the gold medal at the Paris Exposition, and Powell, Turner & Co., of London, who are perhaps the largest handlers of vintage champagnes of the choicest cuvées in the world. These are all kept in stock by the New York agents. They are also sole proprietors of the well-known "Adjidauimo" rye whiskey, which is rapidly becoming so popular. These connections alone give them a high prestige in trade circles, and they have already opened branch establishments throughout the West. Perhaps more old and choice vintages of wines are carried by this firm than can be found elsewhere in the United States. The business resulting is already one of the most enviable and gratifying proportions, and orders are filled promptly in every instance and on the most liberal terms. The members of this firm are Messrs. Charles Raoul-Duval, C. Albert Stevens and Frank de Peyster Hall. Mr. Raoul-Duval comes of an honored French family. His great grandfather was M. Leon Say, Napoleon Bonaparte's minister of finance. His father was a regent of the Bank of France, president of the Paris Gas Light Company and a man of large means. The son was a lieutenant in the French army before coming to this country, and has hosts of friends in the metropolis. Mr. Stevens is a member of the millionaire family of Castle Point, Hoboken. He graduated from Columbia College in 1887, and is a well-known member of the Union, Knickerbocker, St. Anthony, Racquet and New York Yacht Clubs. Mr. Hall is a son of Edward S. Hall, a former well-known woolen goods manufacturer, whose forefathers settled in Massachusetts in the early part of the seventeenth century. He has long been engaged in the wine business, and is a member of the Calumet, New York Yacht and other clubs.

STARKWEATHER & CO., (E. W. Ashley), Importers of Brandies, Wines, Rums, Gins, Etc., Fine Whiskies of all Brands and Ages, No. 20 South William Street.—When a house has had a prosperous and successful career, extending over a period of a quarter of a century, it is safe to assert that its affairs have been conducted upon the strictest principles of business integrity and liberal business methods. Such are the circumstances connected with the well-known, prosperous and progressive house of Messrs. Starkweather & Co., importers of brandies, rums, gins, wines, etc., and dealers in fine whiskies of all brands and ages. This old and firmly established concern was founded originally in 1868, by Mr. George A. Starkweather, who in 1881, admitted Mr. Edward W. Ashley to partnership, both of whom were thoroughly experienced men in the business, and by adhering to strict business principles and handling none but first-class goods, they soon built up a very large and influential trade, which extends throughout this city and state, also through New Jersey and the New England states, and is constantly increasing in volume and influence, requiring the services of four experienced traveling salesmen to look after its affairs. Owing to the lamented decease of Mr. Starkweather, in 1883, the business passed into the control of his partner, Mr. Ashley, and by his energy and business tact the trade has grown to its present proportions. The premises occupied are very spacious and commodious, and appropriately fitted with every facility for the transaction of business. The firm are importers of choice brandies of the most celebrated vintages of France, famous sparkling and still wines, London Dock, Schiedam and Holland gins; St. Croix, Jamaica, and New England rums; cordials, bitters and foreign mineral waters, also Scotch and Irish whiskies. A specialty is made of the choicest brands of domestic rye and bourbon whiskies of all ages, both in bond and free. All orders are promptly filled at the very lowest prices, and all goods are guaranteed to be as represented. Mr. Ashley is a native of Dublin, Ireland, and came to this country in 1868, and resides in Orange, New Jersey. He is a director in the Peoples Bank, and the Savings Investment and Trust Company, of East Orange, and was for many years with Drexel, Morgan & Co., prior to engaging in the present line, and is an honorable energetic business man, public spirited and enjoys the fullest confidence of all with whom he has dealings.

THE CALIFORNIA VINTAGE COMPANY, No. 21 Park Place.—The California Vintage Company of this city was organized in 1883, and incorporated under the state laws of New York with a capital stock of \$25,000. The officers are: President, Geo. Hamlin; treasurer, Henry Fritz. Both gentlemen are residents of this city, and very favorably known in both business and social circles. They are expert judges of fine wines, and by selecting only the choicest vintages, have acquired a first-class patronage from hotels, clubs, steamers and private con-

sumers, and their trade now extends all over the Middle and Southern States, and New England. The company's trade-mark, "Calvico," is a guarantee of the absolute purity of the goods handled. A heavy stock is carried of the choicest California clarets, champagnes, burgundies, white wines, sherries, ports, tokay, grape brandy, catawba, angelica, etc. These are sold by the case or by the gallon. Price lists are furnished free, and all orders are filled without delay.

JOSEPH D. ROBERTS, Maltster and Dealer in Barley, Malt and Hops, No. 136 Liberty Street.—The great competition that now exists among the brewers has resulted in placing before the public a higher class of goods, and a most important question to each brewer is that of knowing where to obtain the best grade of malt for his use. A prosperous and well-known house, popular for its reliability and honorable dealings, engaged in the barley, malt and hops business, is that of Mr. Joseph D. Roberts, whose malthouse is at Schenectady, N. Y. Mr. Roberts established his business in 1878. Having a wide range of practical experience in this line, being a practical maltster himself, devoting his personal attention to his business, and dealing in and producing but the finest quality of barley, malt and hops, he at once succeeded in building up a very large and influential patronage among the largest brewers in New York, New Jersey and surrounding territory. His office is very neatly fitted up, commodious and provided with every modern facility for the transaction of his large business, while his large maltheouses and warerooms, located at Schenectady, N. Y., are fully equipped with the latest and most improved appliances, and a full force of practical workmen are given constant employment. His resources and large facilities enable him to fill orders of any size at the shortest notice and lowest market prices, to the satisfaction of purchasers. The house deals only in the finest grades of Western and New York two and six rowed state. Mr. Roberts' honorable and successful business record has gained for him the confidence and admiration of the business world, and his name and business is now familiar to every brewer in the country. He is a native of Buffalo, N. Y., but has been for many years closely connected in business in New York. Besides his large business in barley, malt and hops, he is also secretary and treasurer of the New York and New Jersey Lumber Company, in which he is one of the principal stockholders, and is also interested in other prominent enterprises. His large success in life is due to his excellent business qualifications. He has grown up in this business since boyhood, his ancestors for five generations having also been identified with this line. He is a leading member of the National Brewers' Association, ex-member of the New York Produce Exchange and of many other organizations. He resides with his family in a palatial home in Paterson, N. J., which is one of the finest residences in that State.

B. P. SHARP, Malt and Hops, Nos. 15 to 25 Whitehall Street.—The gentleman above named is one of the best known merchants in his line in this city. He has been established for the past twenty-eight years, and has been very prosperous from the start. He has

been agent for the past ten years, for C. L. Warner, maltster, Syracuse, N. Y., who has four malt houses, producing two million bushels of malt a year. He is dealer in domestic hops, and handles all kinds and all grades. He has a large trade in malt with brewers in New York and vicinity, and sends hops to all parts of the United States. Mr. Sharp is a native of Sharon Springs, N. Y., in the hop district, and is a man of long practical experience in the business, and was with Charles H. Hamah, this city, for eight years. He can supply anything in the line

of malt and hops on short notice and on the most favorable terms, enjoy-



*Yours Truly
B. P. Sharp*

ing unexcelled advantages. Mr. Sharp is prepared to quote bottom prices, and all orders receive prompt and personal attention.

M OORE & SINNOTT, John Gibson's Son & Co. Distilleries, Charles D. Bickley, Agent, No. 60 Broad Street.—Of all the whiskies sold to-day none rank superior to the Pure Old Monongahela Rye, distilled by Moore & Sinnott, successors to John Gibson's Son & Co., at Gibsonton, Pa. These whiskies are sold in New York by Mr. Charles D. Bickley, as agent for the distillers. The firm was established in 1837, and the Gibsonton Mills, on the Monongahela River, were erected in 1856, and the New York office has been open for nearly forty years. Messrs. Moore & Sinnott became successors and proprietors in 1884, and theirs is still recognized as the largest distillery of fine whiskey in the United States, having a capacity of over 30,000 barrels per year. Their product embraces pure old Monongahela rye, wheat and malt whiskies, and includes a large line of blended goods, such as Superior Old Monongahela, Favorite, Pure Old Rye, Old Keystone, Old Nectar, 1840; Old Cabinet, Monogram, Old Wheat, and other popular brands; while purchasers can have their special brands if desired. Private Stock, Monogram, Old Cabinet, Pure Old Rye and Old Nectar, 1840, supplied in cases. The trade from this house covers the State of New York. The main warehouses of the firm are at Nos. 232 and 234 South Front Street, Philadelphia, Pa. They carry the largest stock of fine old whiskies in the United States, having storage capacity at their distilleries for 75,000 barrels. Mr. Bickley, the agent here, was New England agent at Boston from 1877 to 1894.

C HAS. W. JOHNSON & CO., United States Bonded Warehouses, Nos. 6, 8 and 10 Bridge Street.—The business conducted by Messrs. Chas. W. Johnson & Co., and the immense United States bonded warehouses occupied for it, have alike been known for upwards of forty years by all claiming to be at all familiar with the large liquor establishments of New York, the business having been founded in 1852. The warehouses consist of three brick buildings, five stories each, perfectly equipped and arranged for the reception and storage of immense quantities of goods, the leading specialty handled being liquors, and the plant is a centre to which flows an enormous bulk of whiskies, wines, brandies and liquors, and leading brands of champagne from the best markets of Europe, to be re-distributed to purchasing centres, and to supply the requirements of many large dealers and users in this city and throughout the country. Insurance and cartage is attended to, and orders by telephone, "Broad 650," are given prompt response. Mr. Johnson, the active member of the firm, is a native New Yorker, and a resident of Tarrytown, N. Y. He became a partner in this house in 1882, and is a member of the Maritime Exchange. He is active and painstaking in supervising the affairs of this old and prosperous house, which ranks at the head of all similar enterprises in the American metropolis.

H. & H. W. CATHERWOOD, Samuel H. Burr, Representative, Distillers of Monongahela Old Rye Whiskies, No. 8 South William Street.—This old established, popular and reliable house, whose headquarters are located at No. 114 South Front Street, Philadelphia, has a branch in this city under the direction and management of Mr. Samuel H. Burr. Other branch houses are located at No. 114 Clay Street, San Francisco; No. 46 Magazine Street, New Orleans; also in Washington, D. C.; Buffalo, N. Y.; Chicago, Ill.; Boston, Mass.; Denver, Col. and Baltimore, Md. This prosperous concern was founded originally in 1811, by Mr. Hugh Catherwood, and has been carried on by the same family ever since with unvarying success and increasing trade. The firm is now comprised of Mr. Hugh W., a son of the founder of the concern, and Mr. Wilson Catherwood, both young men, and natives and residents of Philadelphia. The original plant of the concern in Philadelphia is very extensive, embracing an immense warehouse for the storage of their many kinds of whiskies, among which will be found the largest and oldest stock of whiskies in the world. This stock is highly improved by age, and any of its various brands are sold under guarantee to give perfect satisfaction to the trade, or to be returned without expense. Some of the choice brands of the house are : Imperial Old Stock, \$3.00; Unrivalled Upper Ten, at \$3.50; Imperial Cabinet old rye, at \$4.00; Imperial Old Reserve rye, at \$5.00; Three Feather old rye, of 1865, at \$6.00; Catherwood old ryes, at from \$7.00 to \$20 the gallon. Some of these old whiskies are sold in cases, such as Three Feathers, at \$21.00 per case; Imperial Old Reserve, at \$18.00 per case; Unrivalled Upper Ten, at \$15.00 per case. The medicinal qualities of these whiskies have long been known to the medical faculty in this country for their purity, excellence and uniform quality. This concern are the original blenders of high grade whiskies in this country. The house requires the services of twenty-five first-class traveling salesmen to look after its interests. The trade in New York is most ably managed by Mr. Burr, who is a native of New Jersey, and a highly respected resident of this city. He is a member of the Metropolitan and other clubs, and is highly esteemed.

H EYMAN BROTHERS, Importers and Wholesale Liquor Dealers, No. 75 Murray Street.—This is a reputable and popular house, dating its foundation back to 1874, the co-partners in the firm being Messrs. Morris, Simon and Abraham Heyman, and under their energetic, able management a large trade has been developed, extending all over New England and the Middle States. The firm are distributors of the leading brands of Pennsylvania rye and Kentucky bourbon whiskies, and are sole proprietors of the Home Circle Monongahela rye whiskies, which are famous for their superior quality. The commodious premises occupied consist of a warehouse, 30x100 feet in dimensions, which is excellently fitted up. A heavy stock of foreign and domestic wines and

liquors is carried, a leading specialty being made of pure whiskies and six traveling salesmen are employed. The Messrs. Heyman are natives of Germany, but have lived in New York many years.

T HE NEW YORK BOTTLETS' SUPPLIES MANUFACTURING COMPANY, [Limited], J. Mersereau, Proprietor, Manufacturers of the "Popular" Siphon, and Bottlers' Supplies, No. 50 Warren Street.—This company is recognized for the general superiority of its goods, but has become more widely known as the manufacturer of the



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celebrated "Popular" Siphon, which was patented April 19th, 1887, by C. de Quillfeldt, the inventor of the "Lightning" bottle stopper. The superior merits of the "Popular" Siphon have created a demand for it among the leading bottlers of this country, and consist of the best in quality of material and durability, while for quickness in filling and discharging it surpasses any other siphon in the market. The "Popular" Siphon is made in four styles or shapes, the principal working parts or

valves being the same in all the styles. Bottlers who have given small trial orders for the "Popular," have been so well pleased that they have generally adopted this siphon. Mr. Mersereau, the principal proprietor in this company, is a gentleman thoroughly experienced in the manufacturing industry and likewise equally familiar with all the requirements necessary to the proper equipment of a bottling establishment. The offices, salesrooms and factory of the company comprise an entire floor, 35 x 150 feet in area, which is provided with every appointment for conducting business on a broad basis. The company also makes the "Flash" bottle stopper opener; Buffing lathes, and Siphon blocks and Fillers, and deals in a miscellaneous stock of bottlers' supplies, including siphon boxes, mineral water boxes, Donally's Cork Extractors, mineral water salts, extracts, wire cork fasteners, ginger ale caps and steel plyers for bottlers' use. They also manufacture all the other styles of Siphons and will supply those if customers prefer them to the "Popular."

KENTUCKY SPECIALTY COMPANY, Distillers' and Importers' Agent, Havemeyer Building, No. 33 Church Street.—"Choice whiskies" is a very familiar term. We often hear it uttered, and still oftener see it printed. These words should stand for distillation from fine grain, as harmless and healthful as the native wines of France, and as finely flavored as the most celebrated champagne. Occasionally they do, very often they do not. To the epicure these words are a talisman, calling to remembrance the delicious flavor that comes with the age of the liquor, and that bouquet that can never be imitated by the chemists' art; but of all whiskies manufactured to-day they cannot be better applied than to the celebrated "Blue Ribbon" whiskey handled by the Kentucky Specialty Company. This whiskey is ten years old, and when making is in the mash ninety-seven hours, being twenty-five hours longer in the mash than any other Kentucky whiskey. It is a bland, ripe and delicious whiskey, having few equals and no superiors, and is a prime favorite with bon vivant and medical practitioner alike. This company was organized and duly incorporated in March, 1894, and is officered as follows, viz.: Wm. S. Wilson, Louisville, Ky., president; Samuel Kerr, New York, vice-president; James H. Kerr, New York, secretary. The company handle fine whiskies only, making a specialty of Kentucky brands, including the "Blue Ribbon" and "Old Forrester"; while they also carry Irish whiskies in bond, and pay particular attention to the case trade. They are building up a fine trade throughout New York and New Jersey, solely on the basis of merit, and are in a position to supply the trade to the full extent of its wants, at short notice and on the most favorable terms. President Wilson is one of the best-known men in Kentucky, collector of the Fifth Internal Revenue District under Presidents Hayes and Arthur, and an experienced, reliable and responsible business man. The Messrs. Kerr, father and son, reside in New York, and stand deservedly high in commercial and trade circles.

F. M. ACKERMAN, Agent, Fine Whiskies, Importer of Pure Brandy, Wines, Gins, Etc., No. 91 West Street.—This gentleman is an extensive dealer in fine whiskies, and an importer of pure brandies, wines, gins and liquors, carefully selected for a first-class hotel and druggist trade. The business was founded in 1863, by S. H. Ackerman, who died in 1868, when he was succeeded by his two sons, Messrs. G. B. and F. M. Ackerman, and on the retirement of his brother in 1890, the present proprietor assumed sole control. The brands of whiskey handled by Mr. Ackerman have distinctive features as to flavor, purity and medicinal tonic properties that are readily recognized by druggists and experts. Hotel men and large retailers in this city and throughout New York and New Jersey sell them very largely in preference to all other brands. The vintages of wines kept in stock are of the rarest and most exquisite quality and pre-eminently meet the tastes of the most refined connoisseurs. It is abun-

dant demonstration of the fact to state that the leading hotels, bars and private cellars in the metropolis are frequently replenished from the house of Mr. Ackerman. He likewise handles the best Cognac brandies, long specially in demand for medicinal use here and elsewhere. He has steadily increased the sales of his wines, brandies and whiskies until they are staple articles of consumption in the best hotels, restaurants and retail stores. Mr. Ackerman is a native New Yorker, who served three years during the war in the 6th New York Cavalry, and is a member of J. C. Rice Post No. 29, G. A. R., and an enterprising, reliable and popular business man. He makes a leading specialty of "Ackerman's Rock and Rye," which is sold all over the United States and is celebrated for its efficacy in curing coughs and colds. Mr. Ackerman introduced this fifteen years ago and is the sole owner.

JOSEPH BECK & CO., Distillers, No. 133 Reade Street.—There are many kinds of whiskey, of which several claim superiority for some special quality. But of them all none rank higher than the justly celebrated "Beckmore." This brand, a favorite with the best connoisseurs, owes its superiority to the fact that it is carefully distilled by the most approved modern methods from carefully selected rye. It is in fact a "pure rye whiskey," a title to which many lay claim and which few really deserve. But the Beckmore is justly entitled to the designation "pure rye." From the beginning of the process of manufacture all through the distillation and down to the very shipment of the order not the slightest adulteration is allowed, and the Beckmore comes to the purchaser the purest and finest aroma whiskey in the world. The manufacture and sale of this whiskey has made the splendid reputation of the well-known house of Joseph Beck & Co., which forms the subject of this article. Besides the Beckmore whiskey, which is of course their main specialty, the house imports high grade foreign wines and liquors which are always in demand by those who want the best. One of their imported specialties is Jules Mumm & Co.'s Extra Dry champagne, which is in high favor with those who appreciate a pure, sparkling wine, and which is kept in all the best clubs, hotels and restaurants in the United States. The trade of the house covers the whole United States, and with the aid of a large and efficient corps of competent salesmen is being steadily increased. This result is aided by the fact that the house always maintains the high character of its goods and this, backed up by fair and liberal dealing, always retains a customer once obtained. Mr. Joseph Beck, now the popular head of the house, which was established in 1866, is one of the best-known and justly popular men in the trade and is personally and favorably known in all the leading cities of the United States. In New York he is known to the trade as an enterprising merchant of the most unimpeachable integrity, and to his social acquaintances and friends as a genial gentleman, justly and widely popular.

FERD. RUTTMANN & SON, Importers, (Sole Agents for Messrs. J. J. Meder & Zoon, Distillers, Schiedam and Amsterdam, Holland,) No. 35 Broadway.—The firm of Ferd. Ruttman & Son ranks not only as one of the leading, but as one of the oldest houses engaged in the import trade in the city. In its special line of enterprise the house stands prominently to the front as a leading one, commanding, as it does, a large trade both at home and abroad, with connections of the most superior character. The firm are importers of Holland gins, wines and liquors. They make a specialty of the famous Swan gin, for which they are sole agents for North and South America of the world-renowned distillers Messrs. J. J. Meder & Zoon, of Schiedam and Amsterdam, Holland. The famous Swan gin was first distilled in Holland by the same concern in 1793, more than a century ago, and for three-quarters of a century the present establishment of Messrs. Ferd. Ruttman & Son, New York, and Messrs. Schuchardt & Gebhardt, with whom Mr. Ferd. Ruttman was prominently identified, have been the headquarters for the wholesale distribution of this noted gin on the American continent. Originally the business now controlled by Messrs. Ferd. Ruttman & Son was founded by Mr. Frederick Gebhardt, from whom it passed to Schuchardt & Gebhardt, then to Schuchardt & Son, and, in 1878, to Ferd. Ruttman, who, in 1891, admitted into partnership his son, Mr. J. F. Ruttman, under the style of Ferd. Ruttman & Son. Mr. Ferd. Ruttman first became identified with the business in 1853, when he joined the concern of Schuchardt & Gebhardt. After being associated with the business for thirty-nine years and building up a trade of large magnitude, and an enviable reputation as a vigilant, straightforward and responsible merchant, Mr. Ruttman died, deeply regretted by all who had the honor of his acquaintance. Since then his sons, Messrs. J. F. and F. S. Ruttman, have conducted the business, retaining the old firm-name. Mr. J. F. Ruttman has been thoroughly trained in the business from his youth up, and is not only thoroughly familiar with the wants of the customers of his house, but is always in a position to meet them with dispatch, supplying them with the best goods money can purchase, and at prices that no other concern can compete with. During the whole of its long career the business has been carried on in a manner reflecting the greatest credit on all concerned, and with an ever-widening circle of trade. The firm make it a special feature to handle only the highest and purest wines and liquors. Their business and correspondence is carried on from their offices as above, deliveries and shipments being made from United States bonded warehouses, where they always carry a large stock of goods, both in bond and duty paid, to meet the demands of their customers. Their distributing trade covers the whole of the United States, Canada, South and Central Americas, Mexico and the West Indies. Mr. J. F. Ruttman is a native New Yorker and one of the well-known and respected merchants of the metropolis. He brings to bear on his enterprise superior executive ability, coupled with a thorough

knowledge of the trade, in which he is recognized as an authority as to grades and values. No metropolitan business house is more worthy of mention in these pages.

HENRY M. GOBLE, Manufacturer of Demijohns, Bottles, Flasks and Mason's Fruit Jars, and Dealer in Goblets, Tumblers, Lamp Chimneys and Lightning Fruit Jars, No. 73 Murray Street.—This gentleman has been established since 1864, and has built up a large business. Mr. Goble is a native of this State, and is a man of energy and experience,



HENRY M. GOBLE.

and thoroughly conversant with the trade. He is a manufacturer of demijohns, flasks, bottles and Mason's and lightning fruit jars, and has first-class productive facilities. Private moulds are a specialty and he can turn out anything in this line to order on short notice. He is also importer and dealer in goblets, tumblers, and lamp chimneys and carries a full assortment. Mr. Goble occupies four spacious floors, and all departments are well equipped, and fifteen hands are employed by him. A very large and complete stock is constantly kept on hand here, and the trade

generally are supplied on the most favorable terms. Mr. Goble can quote the lowest prices on anything in his line, and all orders receive prompt and personal attention.

GEORGE E. WANNER, Wholesale Dealer in Foreign and Domestic Wines and Liquors, No. 82 Warren Street.—The prevalent system of adulteration in all the luxuries of life as practised by unscrupulous dealers renders it necessary that those who desire to procure pure and unadulterated goods should be careful in the



Geo E. Wanner

selection of houses from which to procure their supplies. This applies particularly to those who desire to procure pure viands of all descriptions, as it is a well-known fact that there are but few reputable houses engaged in this special line of trade. A well-known, prosperous, and altogether reputable house engaged in this special line of trade in the great metropolis, and worthy of especial mention in these pages, is that of Mr. George E. Wanner, wholesale dealer in foreign and domestic wines and liquors. This business was founded originally in 1869, by Thos. H. Geraty, who was succeeded in 1882 by Messrs. DeForest & Wanner, and in 1894, on the retirement of Mr. DeForest, Mr. Wanner became sole proprietor. From its inception the house has been the centre of a first-class trade, and under Mr. Wanner's enterprising, able and active management, the business has

grown to its present volume and importance. The trade is cosmopolitan in extent, and reaches to all parts of the United States, while five first-class salesmen are kept constantly on the road looking after the interests of the concern. The premises utilized are very spacious and commodious, comprising two floors, supplied with every convenience and appliance for the transaction of business, covering an area of 30 x 100 feet each, which include a finely appointed office, wareroom, and storage capacity for the large and complete stock kept constantly on hand. The stock is full and complete, and embraces the very choicest still and sparkling wines and brandies of celebrated foreign and domestic vintages. This house also imports the best quality of Holland gins, Jamaica and Saint Croix rums, Scotch and Irish whiskies, and famous brewings of English, Irish and Scotch ales, etc., and handles the most famous American distillations of whiskies, New England rums and a full line of case goods, bitters, cordials, etc. These goods are of the best grades, warranted to be as represented, and are offered at the very lowest prices. Mr. Wanner is a native of Oneida county, this State, a wide-awake and public-spirited business man, prompt and reliable, and enjoys the confidence of all with whom he has any dealings. Major Charles E. Carr, who occupies the position of confidential man to Mr. Wanner, is a Southern gentleman by birth, and popular in all circles. He was born in Charleston, S. C., Sept. 17, 1840, and is a veteran of the Confederate army, and liberal and broad-minded in all his ideas. He has lived in the North for the past fifteen years and has occupied many positions of trust in the business world. He has been connected with this house for the past nine years, and ably assists in maintaining it in the front rank of the trade.

SOL. FRANK, Wholesale Liquor Dealer, No. 94 Warren Street.—A successful, very popular and old-established, reliable house engaged in the wholesale liquor trade of New York, is that conducted by Mr. Sol. Frank. Mr. Frank was born in Germany, and left his native country for the United States in 1852, New York being his objective point, and here he has since remained. In 1864 Mr. Frank established business here, and for these thirty years has conducted a flourishing trade, his goods going to all parts of the Middle States, Western and Northwestern States, and New England. All his transactions are characterized by fair and honorable dealing. The premises occupied comprise a store and cool-storage cellars of ample size, and a heavy stock is carried, the assortment including the choicest wines and liquors, both of foreign and domestic production. Mr. Frank makes leading specialties of his own brands—"Ideal," "Satin" and "Mountain Dew" rye whiskies. These goods are of pure distillation, and are unexcelled for staple excellence of quality. All orders with which Mr. Frank may be favored are filled under his personal supervision.

H. D. NESSLER & CO., Sole Agents of Old Times Distillery Company, Louisville, Ky., Distillers of Fine Whiskey, No. 82 Broad Street.—This firm recently succeeded that of Nessler & Hoexter, which was established about a year ago as wholesale dealers and importers of liquors. They believe in handling only the best goods, and they carry a general line of fine quality. They import brandies, ports, champagnes, clarets, gins, cordials, and everything in that general line, always catering to the most cultivated tastes, their trade in New York and its vicinity comprising a representative constituency. Messrs. Nessler & Co. are the sole agents in the United States for the Old Times whiskey, both bourbon and rye, made by the Old Times Distillery Company of Louisville, Ky., which received the highest award gold medal and diploma at the World's Fair, Chicago, over all other whiskeys in the United States. This distillery is thirty-nine years old, and the superior quality of its product has been consistently maintained. There is no brand of whiskey purer or more desirable in the United States. It enjoys an extended reputation and is largely in demand for the finest bar and drug-store trade. Fine imported wines form a prominent feature of Messrs. Nessler & Co.'s trade, and they handle every well-known brand. Mr. Nessler is a young man, and a native born New Yorker, and is thoroughly acquainted with the foreign liquor business. The firm is establishing a valuable and influential clientele for itself and a high standing in commercial, financial and social circles.

R. G. BRENAK, Manufacturer of Bottle Wrappers, No. 17 Warren Street.—Among the innumerable useful productions of this inventive age are patent bottle wrappers and corrugated paper, for safe packing purposes. The merits possessed by these articles are shown in the fact that they are in universal demand, and that the call for them is constantly on the increase. The headquarters for the production of these specialties is found in the establishment of Mr. R. G. Brenack. This gentleman has been in business the past eighteen years, and manufactures a very superior, perfected line of patented bottle wrappers, corrugated paper, mailing tubes, corrugated boxes and rolls, barrel lining, paper piano covers, flour bags, ice cream, oyster, candy, and other varieties of folding boxes; printed and plain wrapping paper, and paper goods of every description. The business premises occupied are 30 x 100 feet in dimensions, and are equipped with all requisite mechanical appliances. A force of experienced operatives is employed, and Mr. Brenack personally directs their labors. The facilities of the establishment are complete in every regard, a very extensive stock is carried, and orders of any magnitude are satisfactorily filled, at lowest prices. Mr. Brenack was born in New York, is a thoroughly practical business man, and offers advantages to the trade.

O. MEYER & CO., Sole Agents, Anheuser-Busch Brewing Association, No. 104 Broad Street.—The sale of lager beer in New York and vicinity has reached enormous annual totals, and of the many brands brewed here, as well as imported from other points, none have become as popular with all classes of consumers as those of the famous Anheuser-Busch Brewing Association, of St. Louis, Mo., whose sole agents in this city are Messrs. O. Meyer & Co., who have a branch office at Twelfth Avenue and 130th Street, Harlem. The firm of O. Meyer & Co. was founded in 1868, by Messrs. A. C. L. and O. Meyer, the present style being adopted after the death of A. C. L. Meyer. The Harlem branch was opened in 1891, and the firm also have a branch in Brooklyn. They have built up an immense local trade for their principals, and Anheuser-Busch beers are now prime favorites with our people and can be found in all leading cafes as well as on the tables of our best families. The bottled beer of this brewery surpasses in fine taste, flavor, brilliancy, and nutritive qualities, any other lager beer brand, as was admitted by the juries of the World's Columbian Exposition, Chicago, in 1893. It is brewed from the best malt and choice Bohemian hops, not a bit of substitute for either malt or hops being used. It is especially liked by Americans, who, next to the Germans, are certainly the best judges of beer. Messrs. Meyer & Co. handle both barreled and bottled beer, and have always a heavy stock in their large cellars. They sell over half a carload of beer a day, the principal brands handled being the "Red Label," and "Budweiser," both bottled at the brewery for export, and which are guaranteed to keep in any climate; and the "Blue Label," bottled here for immediate consumption. The firm's facilities for filling orders promptly and at low prices, are excellent. The telephone call of the Broad Street office is "564 Broad" and of that in Harlem "3."

M AX BLUMENTHAL, Barley and Malt, No. 97 Kemble Building, Nos. 15-25 Whitehall Street.—This gentleman is one of the rising merchants in his line. He was formerly agent in this city for W. H. Pureell & Co., of Chicago, for four years, and has been established in business on his own account since September, 1894. He is dealer in barley and malt, and handles the best grades. He receives from various points in the United States and Canada, and has unexcelled advantages in respect of sources of supply. He sells to brewers throughout New York, New Jersey, New England and Pennsylvania, and has a large, growing trade. Max Blumenthal was born in Germany and has been in this country since 1866. His office is connected by telephone, "577 Broad." Mr. Blumenthal can supply anything in barley and malt on short notice. He is in a position to quote bottom prices, and all orders receive prompt attention. During the past year his business has been most satisfactory in all its branches, particularly in the local field.

Hartman, Goldsmith & Co.,

Importers of Rhine Wines, Clarets, Brandies, Etc., No. 45 Warren Street.
—This firm has been established over a decade, and consists of Messrs. E. Hartman, A. Goldsmith and C. Porges, gentlemen who are as

widely and favorably known as individuals, as is the house of which they are the head. They handle a select list of the finest goods and are the sole agents for the United States of such well-known and deservedly popular products as the Rhine, Moselle, Nahe and Pfälzer wines of C. F. ECCARDT, of Kreuznach, which received the highest awards at the World's Columbian Exposition, Chicago; the Mid-Winter Exposition, San Francisco; at

Antwerp, at Frankfort-on-Main, St. Petersburg, Russia, and Darmstadt; the clarets of F. PICARD & Co., of Bordeaux; the famous Burgundy wines of POULET PERE & FILS, of Beaune; the well-known high grade Brandies of LA GRANDE MARQUE, Cognac; the high grade Holland Gins of P. LOOPUYT & Co., Schiedam; the Sherries of A. ROMERO & Co., Jerez; the fine, rich Ports of A. Romero & Co., Oporto; and the Madeiras and Malagas of A. RITTWAGEN, of Malaga; the exquisite Cordials of ROCHER FRERES, of La Cote St. Andre, France, which received the

highest awards at the Paris Exposition, and last but not least they are the sole United States agents for the famous Münchener Hackerbräu, Munich Export Beer, in glass bottled at the brewery. This famous Beer is the product of the oldest brewery in the world, having been established in 1794, and celebrated for its production of the purest beer made. From the very outset of its business career the firm made it the goal of its highest ambition to

cater to the highest class of trade, and to this end it has always carried a big stock of the finest quality of goods, and only the finest. It has with each succeeding year extended its connections, both with the most famous producers of Europe and with the most exacting and appreciative buyers in America. Its goods are used in the finest clubs, the best hotels, and are found on the tables of the most noted connoisseurs. Having obtained the exclusive agency



E. Hartman



A. Goldsmith



Carl Porges

for the United States of the long list of high grade goods above mentioned, they are enabled to control the trade and to maintain the excellence of all the goods handled by them, which fact gives them an advantage in the trade that is readily recognized by buyers. They are also the proprietors of the celebrated "400 Rye Whiskey," which is recognized as the finest in the market, and can be found in all the very best clubhouses, hotels, and at the leading grocers. In the warehouses at the above address an immense stock of goods is carried, and they also carry great quantities in bond.

CENTRAL RAILROAD COMPANY OF NEW JERSEY, H. P. Baldwin, General Passenger Agent, Central Building.—It is often remarked, and with good reason, that the travel-loving American should see at least a fair proportion of the superb natural beauties of his own country, before crossing the ocean to follow a crowd through the ruins and comparatively tame resorts of Europe. This is especially applicable to New Yorkers, who have so much that is attractive close at hand, within a few hours' ride of their homes, spread out and always open for their enjoyment. Perhaps the very best opportunity to appreciate the grandeur and beauty of New York, the sea and the mountains, is by a trip over the Central Railroad of New Jersey. This road runs directly south from New York through the State of New Jersey, the garden-spot of the universe, and has direct connections with Philadelphia, Baltimore and Washington, and intermediate stations; also with Reading, Harrisburg and Gettysburg; and with those charming seashore resorts, Cape May, Long Branch and Atlantic City. There are numerous day summer resorts along the line, for picnic and basket parties, church and Sunday-school excursions; also, Wilkesbarre Mountain Park, one of the most beautiful and coolest spots in Eastern Pennsylvania, and affording unsurpassed views of the "Wyoming Valley," and surrounding country; Saylor's Lake, a beautiful sheet of water at Saylor'sburg, in the Blue Mountains, the well-known resort for picnic, fishing and boating parties, and other popular points of interest are reached over this line. Atlantic Highlands is but twenty miles from the metropolis, by this line and there is no more beautiful spot on the coast. From the Highlands a new road, four and a half miles long, has recently been built along the base of the bluffs, following the picturesque river, to the Highlands of Navesink, a pretty spot on the wooded slope of the long bluff towering above passing trains. Four miles further along is Monmouth Beach. Monmouth Park, the most famous race course in this country, is situated here. In 1871 there were but two houses between Seabright and North Long Branch, where now there is scarcely a hundred-yard stretch that does not present a dozen or more cottages. Long Branch is a world-famed pleasure and health resort, where thousands of persons, among whom are many distinguished foreigners, congregate each summer season to enjoy the gay whirl of fashionable life in the hotels and cottages. As early as 1788, Long Branch was patronized by the people of Philadelphia, who first settled along the New Jersey coast. There was no Central Railroad of New Jersey at that time to carry the public to the seashore in fast, comfortable trains. Long Branch to-day is a sea-shore cosmopolis. It has so many attractions that the more quiet of our summer resort patrons are rather inclined to seek health and recreation elsewhere. Be this as it may, the reputation of Long Branch as a watering-place is as great as ever. West End or Hollywood forms an adjunct to Long Branch, and is well known for its picturesque cottages and beautiful park. Next is Elberon, a fashionable suburb of Long Branch, covering about 100 acres of land, and one of the most beautiful resorts on the coast. Elberon has been brought into historical fame as being the place where the late

President Garfield died from the effects of the assassin's bullet. Asbury Park's manifold advantages, beauties and attractions, have won for it a fame that is world-wide, and which draws to it every summer a class of people seeking rest and recreation, with enough pleasure to drive away that monotony so characteristic of many places. Ocean Grove, the next door neighbor, is a place formed with the purpose of bringing people under religious influence at a season of the year when they have the most leisure, hoping, as its projectors did, that the pleasant surroundings would add numbers to the assemblage. The system in vogue here is the most antioeratic on the continent. Sea Girt is a seashore resort of a very high order, not because of its fashionableness or exclusiveness, for it has neither, but on account of the elegant lay of the land. Point Pleasant is the oldest coast resort in New Jersey, having been patronized over 150 years, and is claimed to be the coolest resort on the coast on account of its location: the ocean almost surrounding it on the east, Barnegat Bay on the south and the Manasquan River curves around the other two sides. Lakewood, is the most popular all-the-year-around resort in the State; an ideal spot in summer and a paradise in winter. Let it be known right here that the Central Railroad of New Jersey system has absolute control of the train service to Lakewood. There is no opposition and there is no need for any. The great expresses hauled by giant engines make the run in one and a half hours, while other trains occupy from two to two and a half hours. The train service is continuous all the year round and has assisted materially in the welfare of the town. Parlor cars are run on all express trains. The new \$40,000 station at Lakewood is one of the ornaments of the place. This is the great pine belt of New Jersey, and in consequence is a sanitarium of the highest order. Invalids suffering with pulmonary troubles get almost instant relief here from the pine-laden, resinous air. But Lakewood is by no means an invalids' resort. Wealthy people from the large cities, whose nervous systems have been shattered by a too close application to the demands of society, come here to recuperate and build up. Lakewood is so situated that it is not affected to any great extent by the cold winter winds. For miles around it is hemmed in by a pine forest that serves to moderate the temperature and keep it pretty even. The thermometer always indicates a temperature of from seven to ten degrees warmer than in New York, and the cutting, moist winds are entirely unknown. Four large hotels are now among the attractions of this popular winter resort. The lake from which the place derived its name is an exquisite sheet of water about a mile and a half in length and from two to three hundred yards wide. A roadway leads all the way round it. The lake is called Carasaljo, in Indian Metedeconk. Special rates are made to parties for Mauch Chunk, Glen Onoko, Island Grove, Chain Dam, Calypso Island, Blenheim Glen and Lake Hopateong. Where desirable points are found near the road, comfortable stages are provided to convey passengers to these numerous pleasant out-of-the-way corners of the world, and there are so many of these that the tourist may well be disconcerted at such an embarras de richesses.

FRANCIS KLUXEN, Grower of Fine Wines, Importer of Rhine Wines, Brandies, Clarets, Etc., and Dealer in Imported and Domestic Wines and Liquors, No. 73 Barclay Street.—Among the popular

houses that have been active and prominent, and continue to grow

in popularity in connection with the wine growing and wholesale liquor industry, and whose success and enterprise have advanced them to general favor in trade circles, by reason of the proprietor's expert knowledge and experience in this line is that conducted by Francis Kluxen. This gentleman has been engaged in this line since 1865, and founded this enterprise in 1866, and has since acquired fame and patronage in all parts of the United States, South America, and extending to Europe. The

premises occupied for the transaction of business are appropriately fitted with all requisite conveniences for the dispatch of business and a

heavy stock is stored therein, including the finest of domestic wines and



Yours Truly
Francis Kluxen

brandies of his own manufacture from the choicest grape wine of the Eastern States, and liquors of all kinds, which he imports; old wines and liquors for medicinal purposes, while a specialty is made of wines for sacramental uses. All goods handled are guaranteed to be pure, and only such as may be classed as superior in every respect are handled. Mr. Kluxen is one of the pioneer wine growers in the country, and was the first who claimed that America could produce wines and brandies as fine as the best quality made in Europe. In 1866 he started the wine business as an importer, but being patriotically inclined and enterprising he started the wine growing business in a moderate way in Madison, New Jersey. By his integrity and honorable efforts, and producing pure and fine wines, and by understanding and studying this line with increasing energy he has built up a business which has a capacity of 150,000 gallons, and he is now famous all over this country and South America as the producer of the finest and purest wines and brandies in this country, which rival the finest European products. In 1889 he added to his wine business that of the manufacture of brandy from Eastern grapes, in which he has developed a large trade, and produces brandies finer and superior to the finest imported French product. His goods are acknowledged by experts to be absolutely pure and freer from fusel oil than any other brandy to be found in the market. Scientific men recommend this brandy and wine as the best to be found for medicinal and sacramental purposes. It is needless to say, in conclusion, that no house in the trade enjoys a wider or more enviable reputation than this one, which occupies a position in the front rank of the highly representative wholesale liquor houses of the metropolis. Mr. Kluxen was born in Germany in 1837, and came to this country in 1863. He is a prominent citizen, and founded and is president of the C. B. L. Council, No. 251, at Madison, New Jersey. His efforts in upbuilding the native wine and brandy trade of this country have met with excellent success and his prophecy is that a great future awaits the careful and prompt development of this great and growing interest.

THE NETHERLANDS STEAM DISTILLERY COMPANY, [Limited], Rotterdam, near Schiedam, Edward T. Daniels, Principal Agent for the United States, Manufacturers of Kiderlen's Hollands Geneva, No. 21 Beaver Street.—There is no more healthful beverage in the whole category of distilled liquors than gin, also known as Geneva, which is the name given to the liquor, taken from the French equivalent for juniper. Its manufacture continues to be more largely prosecuted in Holland than in any other country and one of the largest concerns engaged in the line is the Netherlands Steam Distillery Company of Rotterdam, near Schiedam, Holland. The company has been in existence for very many years and handles a vast trade that reaches to all parts of the globe, and that is especially emphasized in its relation to South Africa and Australia.

In this country the special production of the company, "Kiderlen's Hollands Geneva," is very popular and its sale is universal, the company's labelled bottles and tasteful stone jugs being found in every first-class liquor house in the United States. The principal agent for its sale here is Mr. Edward T. Daniels, who entered upon the duties of the New York agency on June 1st, 1894, and has promptly developed an active trade. Mr. Daniels was born in London, of Dutch parents, and was raised and educated in Rotterdam, Holland. He was for eight years in the service of the Netherlands Steam Distillery Company, limited, before establishing himself in business in this city, and is thoroughly conversant with every detail of the trade. The staple character of the goods he specially handles, and their universal fame and popularity afford Mr. Daniels an unequivocal assurance of success. He also imports Arrack in bottles and bulk from Batavia, in the East Indies. It is largely used as an ingredient in punch and other cooling drinks. Mr. Daniels deals at wholesale only, selling to jobbers throughout the country.

JAMES M. BELL & CO., Importers of Wines and Liquors, No. 21 Warren Street.—This well-known, progressive and prosperous concern was founded originally in 1876 by the present firm at No. 31 Broadway, and from the start developed a very large and influential patronage, which at present extends throughout the entire United States, and necessitates the constant employment of several salesmen upon the road to look after its interests, and in order to meet the constantly increasing demands of its trade the business was removed to the present address in 1891, where they occupy spacious and commodious premises, fully equipped, and fitted up with every facility and convenience for the transaction of business, while a full force of assistants are given employment. A full and complete stock is kept constantly on hand, and with the superior connections that the firm enjoys with the most celebrated producers in Europe and this country, purchasers can always find here the very choicest and most popular vintages of still and sparkling wines of foreign and domestic production, Otard, Dupey, Martell and Hennessy brandies, Holland, Old Tom and Swan Gins, St. Croix, Jamaica, and New England rums, Scotch, Irish and American whiskies, cordials, mineral waters, ales, etc., bitters, and other bar necessities. A specialty is made of the most popular distillations of our own country, which includes particularly the famous "Silver Moon" brand of rye whiskey, which connoisseurs have pronounced to be the best blended whiskey in the market. A specialty, also, is Bell's famous Cocktail Bitters, which are compounded of the very purest and best materials, and as a tonic are unsurpassed in quality. The business is under the sole direction of Mr. James M. Bell, who is a member of the National Wholesale Liquor Dealers' Association, a native and resident this city, and a wide-awake and popular business man.

MANHATTAN CEMENT COMPANY, Importers of English, German and Belgian Portland Cements, Nos. 21 to 24 State Street.—The commercial significance of Portland cement is of steady growth, the imports into the United States amounting to millions of barrels annually. The Germania Works, one of the largest factories, are located at Lehrte and Misburg, near Hanover, Germany, the plant representing a capital of nearly four million dollars. Twelve hundred employees are engaged there, and the output of the establishment is upwards of a million barrels yearly. Of this about one-half is used by the German government in the construction and repairing of fortifications and other public buildings, the balance being mostly imported into the United States by the Manhattan Cement Company, which has a monopoly of that production in this country. This company was established about a year ago, and handles exclusively English, German and Belgian cements. Its business transactions are of great magnitude, covering all of the territory east of the Rocky Mountains including the Southern States, and the whole of New England. The company handles car and cargo lots exclusively. It is the sole American importer of the Phoenix, Germania and Globe cements. The Germania Portland cement is guaranteed to be absolutely the best cement ever taken out of a factory, and the company is prepared to demonstrate this fact at any time. The business management of the company is conducted by the secretary, Mr. Ira C. Hutchinson, to whose capability and skill the organization is indebted for the rapid success it has achieved.

S. W. LEWIS & CO., Fish for Export, Nos. 24 and 25 South Street.—The wholesale fish business of New York is a commercial interest of great magnitude, and a representative firm engaged in this industry, and probably the oldest in this community, is that of S. W. Lewis & Co., whose business was established in 1828 by the grandfather of the present proprietors. In 1835 the firm became S. W. Lewis & Co., the same as at present, though under different individuals. Mr. S. W. Lewis died in 1885, and the business passed into the hands of his sons, who, however, have not altered the designation of the firm. Messrs. Isaac and John Lewis, the present proprietors, are active, enterprising men, with a thorough training for the occupation of which they are the third generation of owners. Their business is confined wholly to the exporting of fish. They handle every kind of salted and fresh fish in season, and the trade of the house is very large and influential. Shipments are constantly received from the very best and most desirable fishing-grounds, and none but first-class goods are handled. The business is of such magnitude as to necessitate the use of an entire six-story building, 47 x 70 feet in dimensions, where a force of fourteen clerks, packers, etc., is kept steadily engaged. It is the leading concern in its special line in the city. The Messrs. Lewis are both New Yorkers, and reside in Brooklyn.

J. EDWARD COWLES & CO., Manufacturers and Importers of High Grade Cigars, Exclusively for the Retail Trade, Office and Salesrooms, No. 143 Chambers Street.—Among the many new business houses in the metropolis none is more deserving of extended mention than that of J. Edward Cowles & Co., which forms the subject of this article.

Starting in business on July 1st, 1894, as manufacturers and importers of high grade cigars, the house already ranks among those at the head of the trade, and, in fact, it holds a distinguished position, of which an older established house might with reason be proud, and which in the case of a new business is especially felicitous and a striking evidence of business energy and worth. Of course there is a reason for this remarkable success and it is found in the business experience, capacity and integrity of Mr. J. Edward



J. Edward Cowles

Cowles, the founder and head of the house. When he started in business

for himself he had the advantage of many years' practical experience in the business and a very wide acquaintance with the trade all over the country. He first became generally known to the trade as manager of the cigar department of Austin, Nichols & Co., of which he made a success, building up a large and widely extended trade. Later he formed a connection with the old house of Thurber, Whyland & Co., and while with them made the acquaintance of the retail trade all over the country. When he decided to start in business for himself Mr. Cowles received a most flattering endorsement from the retail trade in all parts of the United States. He had for years made a special study of the wants of this trade, and no man was better qualified to supply its needs than he. Knowing the wants of the trade he decided to deal with retailers direct and to handle only high-grade cigars especially adapted to the requirements of the best retail trade. This plan once put into effect was immediately successful and the new firm quickly gained a business of such magnitude that many of the heads of older houses rubbed their eyes in wonder. There is no doubt that if the business of the house continues to increase as it has from the start, and there is every reason to believe that it will be done, the firm of J. Edward Cowles & Co., will soon be doing the largest cigar business in the country. The house now has over one hundred salesmen on the road, and its high grade cigars are handled by the leading retailers all over the United States. It has factories in New York and at Key West, and its office and salesrooms are at the above address.

GARCIA & VEGA, Manufacturers of Finest Habana Cigars, Nos. 20, 22 and 24 Gold Street, Between John and Platt Streets.—An establishment that has won an enviable reputation for the superiority of its products is that of Messrs. Garcia & Vega, manufacturers of fine Habana cigars, whose office, salesroom and factory are located as above. This house was founded in 1883, by Messrs. Garcia & Gonzales, both of whom are practical cigarmakers, and they have, through their honorable, equitable methods of dealing, and their excellent goods, built up a trade that now extends all over the United States. The premises occupied consist of a three-story and basement building, 28 x 100 feet in dimensions, and employment is found for 100 hands. Only clear-grade Havana cigars are made, the leading brands being "La Duquesita," "La Rosa de Mayo," "La Rosa de Midland," "Sirena," "La Lucida," "Alvaro Garcia Longo," and "La Burnet." These goods are made from the best selected tobacco, and are unexcelled for flavor and smoking qualities. The members of the firm, Messrs. Alvaro Garcia Longo and Jose Vega, are natives of Spain, and have resided in the United States over twenty years. They are members of several societies and enjoy the esteem of all who know them.

HENRY SIEBERT COMPANY, Leaf Tobacco, Nos. 78 and 80 Broad Street.—This business was established in 1866, and was incorporated under the laws of the State of New York in 1893. Its trade is that of wholesale dealer and commission merchant in leaf tobacco. It carries a well-assorted stock, principally of the best producing districts of Kentucky, Tennessee and Virginia, in hogsheads and other kinds of packages required for home and export trade. The officers of the company are: Mr. Henry Siebert, president; Mr. Wm. Schweekendieck, vice-president and treasurer; and F. W. Prior, Jr., secretary. The latter gentleman has been with the concern since 1879. Mr. Siebert is a native of Germany but has lived for many years in New York, where he stands high in business and social circles. He is thoroughly conversant with the tobacco trade in all its details, and is a gentleman of wide experience and excellent business qualifications.

A. NESTLER, Wholesale and Retail Dealer in Havana and Domestic Cigars, Chewing, Smoking and Plug Tobacco, Etc., No. 71 Barclay Street.—One of the oldest houses engaged in the wholesale and retail cigar and tobacco trade is that of Mr. A. Nestler, who began business in 1849, or who has, as he facetiously puts it, been "established since the flood." Certainly, according to the large trade he enjoys, it was a "flood that led to fortune," good fortune. Mr. Nestler occupies commodious, well-equipped premises, employs thirty skilled cigarmakers, and manufactures a very superior line of cigars, as his patrons well know. He also carries on a general business as a dealer in all the leading brands of imported and domestic cigars, smoking and chewing tobaccos, briar, meerschaum and clay pipes, and smokers' requisites of all kinds. A heavy stock is carried in store, and Mr. Nestler is prepared to fill all orders, large or small, at lowest possible prices.

SAMUEL A. McNEAR, Manufacturer of Fine Cigars, Dealer in Havana and Seed Leaf Tobacco, No. 266 Greenwich Street.—The cigar manufacturing industry has long been one of the foremost business interests of the metropolis, and among the representative houses engaged in this trade is that of Mr. Samuel A. McNear, who occupies a four-story building, 24 x 90 feet in dimensions, at the address above. This gentleman manufactures a very superior line of fine Havana cigars and deals in Havana and seed leaf tobacco. Among the best known brands which he produces are "The Tower," "Flor de Cuba," "Mac's Inspiration," and "Starboard." These cigars are made of choice selected Havana tobacco, the wrapper and filler alike being of highest excellence, and of enjoyable smoking qualities. From 25 to 100 hands are employed and the output is a very large one. A heavy stock is carried and all orders from the trade meet with prompt fulfilment. Mr. McNear was

born in this State, and has long been identified with the business interests of the metropolis.

G. REUSENS, Export Tobacco, No. 404 Welles Building, No. 18 Broadway.—The eminent and prosperous house of G. Reusens, which has the name of being the largest tobacco house in the United States, is also one that can claim about the widest ramifications, its commercial connections linking it with all quarters of the globe. The proprietor is an exporter of leaf tobacco from Kentucky, Ohio, Virginia, West Virginia and Maryland, and has been established in the business here for a period of thirty years. He makes contracts with and supplies all tobacco used by the French, Spanish and Italian governments, who manufacture chewing and smoking tobacco and snuff; buying the entire crops of farmers and tobacco-growers, and having agents at all the Western tobacco markets, and in Cincinnati, Louisville, St. Louis and Richmond, Va. In a word, Mr. Reusens stands at the head of the tobacco trade of the United States. His trained technical knowledge, long and ripe experience, and sound, skilled judgment secure to his house exceptional facilities for the purchase of high-grade leaf at favorable prices; while his known integrity and the liberality shown in sharing its advantages with its patrons has won for the house a commanding position both at home and abroad. The sales aggregate as high as \$10,000,000 in a single year. The business is conducted in a methodical manner worthy of its time-honored age and influential connections, and all orders meet with early, courteous and accurate attention. Mr. Reusens is a native of Antwerp, Holland, a resident of Oscawanna, N. Y., and still in the active prime of life. Eminently prosperous during the long past, the prestige is still ably sustained as the leading house in the trade.

F. MIRANDA & CO., Importers of Havana Leaf Tobacco, Calzada del Monte, No. 199, Habana; No. 222 Pearl Street.—In referring to the leaf tobacco trade of New York the old-established house of F. Miranda & Co. must be regarded as one of the foremost and most reliable in the industry. This enterprise was founded some thirty-five years ago, by the present proprietors, Messrs. F. Miranda and J. Campano, who are well known as expert judges of leaf tobacco, and they have built up an extensive trade, extending all over the United States. Both gentlemen are natives of Spain, but have long resided in this city, and are members of the Leaf Tobacco Board of Trade. The firm occupy a spacious store and basement, 25 x 100 feet in dimensions, equipped with facilities for handling an active trade, such as is supplied. Messrs. Miranda & Co. have a purchasing house at Calzada del Monte, No. 199, Habana, and they deal in the best grades of Havana leaf tobacco only. The success that has attended the operations of the firm is traceable to the liberal and just policy upon which their business was founded.

KRAMER & CO., Manufacturers of Cigars, Nos. 68 and 78 Park Place.—The cigar manufacturing trade has ever been one of the foremost branches of commerce represented in New York, and a vast amount of capital is invested in its prosecution and development. One of the leading concerns engaged in this line is that of Mr. S. Kramer, who conducts operations under the firm-style of Kramer & Co., in the Fruit Exchange Building. Mr. Kramer simply has his office here, his factory being in Key West, Florida, where he furnishes employment to some 150 skilled cigarmakers. The business of this house was founded fifteen years ago by Messrs. B. F. Morningstar & Co., who continued at the head of affairs up to 1892, when Mr. Kramer succeeded to the control. He is thoroughly experienced in the cigar industry and is, besides, a business man of sagacity, energy, and liberal methods. He has developed a very extensive trade throughout the United States, and his list of permanent customers is constantly being extended. The principal brand of cigars manufactured by Mr. Kramer is the "Fenella de Key West." These goods are all made of clear Havana tobacco, and are unexcelled for their good smoking qualities. Among the domestic cigars made by this firm are the John Hancock, Bonita, Zamora and Fedolina. A large stock is at all times carried and all orders are promptly met upon the most favorable terms.

WILLIAM H. JOBELMANN'S SON, Sole Agent for the United States of Albert A. Hildebrand's Celebrated Vienna Meerschaum Goods, No. 62 South Street, opposite Wall Street Ferry.—The general use of the pipe by tobacco smokers became a fashionable habit several years ago, being probably a preference acquired by intercourse with foreigners. There is a soothing comfort about a good pipe-full of tobacco that to a practised smoker can be otherwise imparted by only the highest quality of cigar. There are preferences, also, in the matter of pipes, the meerschaum being generally regarded as the ideal bowl, with the briar wood as a close follower in popular estimation. An enormous traffic in these comfort-inducing implements is carried on in this city, one of the largest houses in that special line being William H. Jobelmann's Son, successor to the firm of William H. Jobelmann & Son. This large and representative house was established by Mr. William H. Jobelmann in 1857, with its place of business at No. 110 South Street. During 1894 Mr. Jobelmann, Sr. retired in favor of his son, F. W. Jobelmann, who is now sole proprietor. He has had a thorough business training, and is a pushing, energetic young man, who resides in Brooklyn, and is a member of the 23rd Regiment, N. G. S. N. Y., and of the O. U. A. M., and in 1893 became prominent as the originator and organizer of the Citizens' Union of Brooklyn. The house does a very large business, wholesale and retail, and carries a stock of meerschaum and briar wood pipes, in addition to fine brands of imported cigars and high grade tobaccos, unex-

celled by that of any other house in those lines in this city. At the above address two floors and a basement are occupied, and every device in smokers' articles may be found there in endless variety. The firm is the sole agent for the United States of Hildebrand's celebrated Vienna meerschaum goods, and makes a specialty, also, of fine amber-mounted and hand-polished Parisian briar pipes. It deals in all the principal brands of imported cigars, and also in meerschaum pipes and cigar holders; French and American briar pipes; horn, ivory and amber mouth-pieces; weichsel, cherry and fancy stems; clay pipes of every make, including specialties in French clay pipes, and plug and fine cut chewing and smoking tobaccos of all popular brands.

JARVIS & CO., Tobacco Inspection and Storage Warehouses, Principal Office, No. 60 Broad Street.—The steady development of New York as the great commercial centre of the United States has been maintained in numerous ways, but in none more strongly than in the extended facilities afforded to our merchants for the storage and warehousing of tobacco and general merchandise. We are led to make these remarks after having investigated the resources of the tobacco inspection and storage warehouses of Messrs. Jarvis & Co. This important enterprise was inaugurated in 1834, by Mr. Stevenson, the first state inspector, as a state warehouse; in 1846 a constitutional amendment was passed abolishing the state warehouse, when it was opened by Messrs. Pierce & Stevenson, as private parties. They were succeeded in 1847 by Messrs. Pierce & Jarvis, and shortly after Mr. A. S. Jarvis succeeded to the sole control. In 1872 he retired in favor of his nephew, Mr. Robert M. Jarvis, who has since continued the business under the present firm-name. His free warehouses and tobacco inspections are located at Clinton Street, corner of South, Pier 48, East River; foot of Grand Street, Pier 55, East River, New York; and corner of 13th and Provost Streets, Jersey City, and bonded stores at Nos. 4 and 6 Jones Lane, New York. The combined storage capacity is some 25,000 hogsheads tobacco, while storage is also afforded for general merchandise. Both cigar and manufactured leaf tobacco of native and foreign growth are stored, and the best facilities are offered for the sampling, storage and shipping of the same, steady employment being given to a dozen or more expert inspectors. The firm's rates for storage are very fair and reasonable, and the facilities and advantages here afforded are greatly appreciated by our merchants and shippers, while its ample resources and honorable and liberal policy have rendered the house deservedly popular, and there liability of their inspection samples is world renowned. Mr. Jarvis has spent a lifetime in the business, and is eminently qualified to attend to it in all its branches, while the business is not only a source of satisfaction to patrons but a credit to the city.

BROCK & COMPANY, Manufacturers and Importers of Havana Cigars, No. 22 Park Place.—A progressive, reliable and prominent house in the great metropolis is that of Messrs. Brock & Company, manufacturers of domestic, Key West and importers of Havana cigars. This well-known and popular concern was founded originally by Mr. Max Brock in 1874, and from the start has been the centre of a first-class trade derived from among the leading hotels, restaurants, cafes and clubs in all parts of the United States. The house is now under the sole control and management of Mr. Max Brock, under the original firm-title. He is a manufacturer, importer, jobber and retailer, and his boast is that all goods emanating from his establishment are fully up to the very highest standard of purity and excellence. The trade extends throughout the entire United States and is constantly increasing. Handling only the purest and best grades of tobacco leaf, and with many years' experience as a practical cigarmaker, and employing none but the most skillful and experienced workmen, he is prepared to guarantee his patrons an article well worth their money. The office and salesroom is neatly and appropriately fitted up, as is also the salesroom at No. 157 West 125th Street, while the factory at No. 90 Warren Street, is fully equipped with every modern convenience, and a force of fifty skilled hands is constantly employed. In the spacious Park Place salesroom, will be found a full and complete stock of the choicest brands, among the specialties being the "Jefferson," the "Columbia Club," the "Spaniola," the "La Medra," the "Lincoln," the "Morenas," the "Armenias," the "Belmonte," the "Vindas" and other select brands.

WEIS & CO., Manufacturers and Importers of Smokers' Articles, No. 69 Walker Street, Corner of Broadway.—For nearly half a century this well-known house has been in existence, and it is one of the oldest and leading concerns in its line in New York. The business was established in 1847 by Carl Weis, who retired in 1888, when the present firm-name was adopted. The copartnership consists of Max Weis, brother of the founder, and Joseph Graff. The former was born in Germany, but has been in this city since his youth, and the latter is a New Yorker by birth. Both are men of business ability and thorough experience, and are entirely conversant with the wants of the trade. They have a branch in Vienna, and are importers of Turkish tobaccos, meerschaum and amber goods, briar pipes, etc., and manufacture high grade cigarettes, meerschaum pipes, etc. They are wholesale dealers in cigars, tobaccos and smokers' articles generally, and handle the finest goods. They occupy four commodious floors here, employ a large staff, and carry full and fine lines, keeping on hand always an extensive and complete stock. This firm can supply the trade on the most favorable terms. Bottom prices are quoted, and orders are carefully and promptly attended to.

E. WALWYK, Silversmith, Meerschaum and Briar Pipes Mounted in Gold and Silver, and Silver Novelties, No. 137 Elm Street.—This gentleman has won a most decided success in his chosen vocation, and commands an extensive patronage from pipe manufacturers and tobaccoists in all the principal cities of the Union. Mr. Walwyk established his enterprise four years ago, and since then has achieved widespread distinction and a most creditable record for the excellence of his products. The premises occupied for the enterprise consist of a floor, 25 x 75 feet in dimensions, and completely equipped with first-class machinery, operated by steam power. Fourteen skilled mechanics are employed, and Mr. Walwyk conducts general operations as a silversmith. He makes a leading specialty of mounting meerschaum and briar pipes in gold and silver, and manufacturing ivory, pearl and tortoise shell bric-a-brac, and novelties in silver, while repairing of all kinds is neatly executed at short notice. First-class work only is turned out, and the most reasonable prices prevail. Mr. Walwyk is a native of England, but has long resided in the United States, and his honorable methods and industry have achieved for him a well-deserved success.

JOHNS ENGESSER, Steam Cigar Box Manufacturer, Nos. 718, 720 and 722 East 11th Street.—The most prominent of the trades kindred to the manufacture of cigars is that of the manufacture of cigar boxes. A well-known and popular house engaged in the production of this class of goods is that of Mr. John Engesser. This reliable and prominent establishment was founded originally in 1891 by the present proprietor, who is a native and resident of this city and a thoroughly practical, experienced man in the trade, having been engaged in it for a number of years previous to starting in business for himself; and from the start his establishment sprang into an enviable popularity throughout the cigar manufacturing trade, and soon a very large and substantial patronage was secured, which is steadily increasing. The premises utilized comprise two and a half floors, 25 x 52 feet in dimensions, which are suitably arranged for manufacturing and business purposes. The factory is fully equipped with ample steam-power and all the very latest improved special machinery, tools and appliances for turning out high class work, and steady employment is furnished a force of eighteen to twenty skilled hands the year round. The output embraces cigar boxes in all the standard sizes and of all grades, all of which are made of the very best seasoned wood, of which a full and complete stock is kept constantly on hand, while for fine workmanship they are unsurpassed by the products of any other house in the business. A specialty is made of odd sizes to order or separate styles. The office is provided with every facility for the transaction of business, and all orders are promptly filled, while the very lowest prices are quoted. Mr. Engesser is a young man of ability and integrity and fully merits the success he has achieved.

WALTER A. WOOD MOWING AND REAPING MACHINE COMPANY, Nos. 163 and 165 Washington Street.—An enterprise of such magnitude as that conducted by the Walter A. Wood Mowing and Reaping Machine Company at Hoosick

Falls, N. Y., is by no means common, and when a manufactory carried

on upon such a grand scale is observed, it will be discovered that there have been good causes which led to its remarkable growth. In this case the causes are readily traced. Hon. Walter A. Wood, the founder of this enterprise, was a man of foresight and consummate ability. When he began the manufacture of mowing machines in 1852, farmers were incredulous, and it was difficult to convince them of the value and utility of these labor-saving

machines. Having finally produced a machine designed to overcome the prejudices of the farmers by its intrinsic merits, Mr. Wood was not slow in introducing it into all parts of the world. He continually sought to improve the machine and increase its value to the farmer, and as a result the advancement of the business was rapid. The comparison between the mammoth plant where the machines are made to-day and the small concern of forty years ago, is hardly greater than that between the



WALTER A. WOOD.

self-binding harvester of to-day and the reaper of that time. To the late Walter A. Wood the world is undoubtedly greatly indebted for the marked improvement made in harvesting machinery, and his reward was ample and just. His lamented death occurred in January, 1892, but the great work started by his hands still moves on under experienced and able management. The Walter A. Wood Mowing and Reaping Machine Company now has a capital of \$2,500,000, and is officered as follows, viz: C. E. Dudley Tibbitts, president; Wm. S. Nicholls, vice-president; C. M. Coulter, secretary; Danforth Geer, assistant secretary; S. O. Gleason, treasurer; F. E. Howe, assistant treasurer and N. E. Russell, general manager. At the above address, this company has the largest warehouse of its kind in the city, besides another at West and Carlisle Streets, and the trade from this point covers the States of New York, New Jersey, Pennsylvania, Connecticut and Rhode Island, with an export trade to all parts of the civilized globe. The name and fame of the Walter A. Wood harvesting machines is world-wide. The product comprises a larger variety of mowers, reapers, self-binders, hay rakes and tedders than can be found in any other similar establishment in the world, while they are better adapted to the varied requirements of climate and crops than the products of any other manufactory. The works at Hoosick Falls cover eighty-five acres of land, and employment is given to 2500 skilled workmen. The manager in New York is John F. Dinkel, who has been with the house since 1880; J. B. Taylor, the assistant manager, dates his connection from the year 1867; and H. W. Haviland, in charge of New York State business since 1888, with an experience of twenty-five years in this line. All are gentlemen with whom it will be found a pleasure to do business.

PHILIP JONES, Manufacturers' Export Agent, No. 29 Broadway—Possessed of a very intimate and thorough acquaintance with various descriptions of merchandise and their market values, as well as large experience, Mr. Philip Jones has long enjoyed a widespread and influential patronage on both sides the water, as a manufacturers' agent for export, being especially prominent as general export agent for the Johnson Harvester Company of Batavia, N. Y., manufacturers of mowers, reapers, harvesters and binders; and dealing in a general line of goods for the export trade. The business was established in 1891 by Jones & Hays, Mr. Jones succeeding to the sole control in 1892. His close personal application to the details of his business, together with the soundness of his judgment in selecting such products and manufactures of America as find a ready and profitable sale in the markets to which he exports, has inspired unbounded confidence among houses here who need a foreign market, and also with the foreign traders who have customers for our goods, with the result that Mr. Jones has a fine growing export trade with Europe, South America, Mexico, the West Indies, Asia, Africa, Venezuela, Columbia and all quarters of the globe.

LAWRENCEVILLE CEMENT COMPANY, Manufacturers of Beach's Rosendale Hydraulic Cement, Room 411, Havemeyer Building, No 26 Cortlandt Street.—The ever-increasing magnitude of building operations throughout the United States has created an active demand for the highest grade of cement, which is consumed in enormous quantities. A leader in the manufacture of this class of products in this country is recognized to be the Lawrenceville Cement Company. This company are manufacturers of Beach's Rosendale hydraulic cement, operating two mills at Binnewater and Rosendale, Ulster County, N. Y., which are equipped with fifteen crushers, one Rand compressor and a large Wright engine of 750-horse power, and steady employment is given to 250 workmen. They own 200 acres of land on which they are constantly quarrying the highest grade of cement rock, and operate four canal boats and two tug boats, the plant being situated on the Delaware & Hudson Canal, and on the line of the Walkill Valley Railway, so that the trade is supplied in car or cargo lots. The business was founded in 1832, by the Lawrenceville Cement Manufacturing Company, the present company being organized in 1858. They now have fifteen kilns in operation and turn out some 1200 barrels of cement per day. The cement offered by this company is now specified by leading architects and engineers in New York, New Jersey, and throughout the South and East, and can be used with safety in all submarine operations, building and engineering works where great strength of rock-like solidity are necessary. The economy of using Beach's Rosendale hydraulic cement has been successfully demonstrated, and it is now generally conceded that concrete made from this brand, on account of its strength, is cheaper and better than when made from other brands of cement. Among the works now being supplied with this cement are: The Bedford Reformatory, John Moore, contractor; reservoir in Central Park, concrete bottom, John Battin, contractor; high service water works, Thomas Dwyer, contractor; while they also supplied the cement for the Havemeyer, Mtnal Reserve, Laray and Blakehayn buildings and the 22d Regiment and 2d Battery armories.

B. S. & G. S. OLMSTEAD, Landscape Architects, Topographical and Drainage Engineers, Room No. 607, Bennett Building, Nassau and Fulton Streets.—New York's most noted landscape architects are Messrs. B. S. & G. S. Olmstead. They are experts in the artistic laying-out of parks and private grounds, and are landscape architects, topographical and drainage engineers, and masters of all branches of their art. Mr. B. S. Olmstead, the senior member of the firm, is a gentleman of mature age and was born in Connecticut. He studied civil engineering in the office of the resident engineer at Sing Sing, and the Croton Water Works, and was formerly established in his profession at Rye, N. Y., for some twenty years. He removed to New York City in 1883, and that same

year took his son, Mr. G. S. Olmstead, into partnership. They designed and laid out Larchmont Manor, on Long Island Sound. (N. Y. & H. R. R.); Oakhurst, on the Sound; Belle-Hayden Park, at Greenwich, Conn.; James McCutcheon's grounds, at Belle-Hayden; a residence park at New Rochelle, N. Y.; Bensonhurst-by-the-Sea, and have done work of a similar character at several other places. They also remodeled public grounds for the town of Williamstown, N. Y., and furnished the plans for Memorial Park at Fultonville, N. Y. They give special attention to the beautification of country-seats and private parks, and Mr. Olmstead, the younger, is now engaged in laying out and beautifying grounds at Great Barrington, Mass.

ALSSEN'S PORTLAND CEMENT WORKS, Manufacturers of Portland Cement, No. 143 Liberty Street.—Within the past thirty years the great value of Portland cement as a building material has been demonstrated to such an extent that its manufacture has grown to vast proportions, and it has a market in all quarters of the world. It was invented in England in 1824, and takes its name from the circumstance that when smoothed on the surface it has a similar appearance to rubbed Portland stone, one of the principal building stones of England. In composition it is, chemically, a double silicate of lime and alumina, and, practically, it is simply a greatly improved hydraulic lime. The term "hydraulic" is given by engineers to all cements or limes, natural or artificial, possessing the property of setting under water. The Portland cement is used in the construction of abutments and piers for bridges, sea walls, foundations for wharves and heavy structures, sidewalks, floors, coating of iron ships, tanks, aqueducts, tubs, drains, roofs, artificial stone, and many other kindred purposes. The best quality is that manufactured by Alsen's Portland Cement Works, of Hamburg, Germany, where four large factories are engaged in its production, from chalk beds belonging to the concern. The production amounts to 800,000 barrels yearly, of which amount about 250,000 barrels are imported into the United States. Mr. A. C. Babson has been the general agent for Alsen's Portland cement, for the entire United States, for the past fifteen years, with office as above, and dealings are with large consumers as well as with the trade, the sales amounting to from 4,000 to 6,000 barrels weekly; 2,500 barrels having been used in the construction of the caissons of the Manhattan Life Insurance Company's building. The Alsen's Cement Works have agencies at Chicago and San Francisco, a cargo of 19,000 barrels of the cement having recently arrived for them at the last-named port. One of the conspicuous exhibits at the recent Columbian Exposition at Chicago was a large statue of Columbus, that faced the entrance to Machinery Hall, made of Alsen's Portland cement.

ATLANTIC VARNISH WORKS, A. C. Knapp, Resident Manager, Nos. 13 and 15 Park Row.—The Atlantic Varnish Works at Richmond, Va., have been in successful operation for many years, and for the past two years they have been represented in New York. Mr. A. C. Knapp is their resident manager for the Eastern and Middle States, with offices as above. The Atlantic brand of varnishes and japans include railway varnishes for car and locomotive use, coach and carriage varnishes, house-finishings varnishes, furniture varnishes, dryers and japans, agricultural varnishes, and a miscellaneous line of varnishes and japans for paint manufacturers, lithographers, and other purposes. As the management uses only the best materials, the most approved appliances, and the most expert labor procurable, their products will rank in quality with any made, and they are guaranteed to be entirely satisfactory for the various purposes for which they are intended. Their varnishes are all of an exceedingly durable and brilliant quality. The finishing varnishes work very freely and make a brilliant surface, retaining their lustre in all changes of weather, and are unrivalled for resisting the action of mud and ammonia. Their rubbing varnishes are also of unusually excellent quality, and flow out well, and will rub with about half the labor required by other varnishes. They have received the highest encomiums from car and carriage builders and painters all over the country, and are widely pronounced the best in the market. The Atlantic Varnish Works possess important advantages over their competitors. First, being very near the turpentine district; secondly, having a very much lower rate of insurance than is possible to obtain for similar works in any other part of the country; third, the climate is such that varnishes will ripen more quickly, and is better adapted to insure their uniformity than other sections of the country. Scientific and practical men will fully appreciate this to be of paramount importance in varnish making; fourth, the cost of labor is materially less than in other parts of the United States. Mr. Knapp is also selling agent for the patent rubber set and bound brush, manufactured by the Rubber and Celluloid H. T. Company of Newark, N. J. This is the only rubber set and bound brush in the world. The line comprises shaving brushes, paint, varnish, kalsomine, lithographers' etching brushes and photographers' plate and paste brushes; also bookbinders' glue brushes, all of highest grade. Its success has been instant, decisive and pronounced. Mr. Knapp is a well-known New Yorker, and a young man of large experience, wide acquaintance, and high repute in the business world. While being a careful student and interesting conversationalist, he is a self-made man, never having had a collegiate education. He mastered two trades before he was eighteen years old, and laid the foundation of his education during this period by careful observation and the selection of proper reading, which he perused during the evenings after working hours. He firmly

believes the question of paramount importance in properly developing and educating the young minds of to-day, with the mass of rubbish we have in every book store and on every news stand we approach, is what to read and what not to read. Much of the trouble we have to-day, both with the young and old, is due to improper reading. There can be no healthy development of the mind without a careful discrimination in what we read. While the Atlantic people excel in many varnish specialties, they are in a position to more than compete on the general line of varnishes with any makers, either domestic or foreign.

WILLIAM GUÉRIN & CO., Limoges, France, Charles Streiff, American Representative, Manufacturers of White and Decorated China, No. 33 Park Place.—Mr. Charles Streiff, the American representative of William Guérin & Co., is a leading, influential and respected member of that large and important guild among the commercial men of New York who represent here the leading manufacturing and commercial houses of Europe. The house of William Guérin & Co., which he represents, has the exclusive control of the finest clay and enamel mines and works in the world. Its extensive factories, mines, mills and works are located at Limoges, France, and employ several thousand people in the manufacture of plain and fancy, white and decorated china ware for useful and decorative purposes. These wares were awarded the first gold medal at the Paris exhibition of 1889, besides receiving high awards at other expositions in Paris, Barcelona, Melbourne and elsewhere. At the Antwerp exhibiton of 1894, they received the Grand Prix, the highest award to be had. The principal showrooms of the house are in Paris, at 36 Rue de Paradis and 68 Rue d'Hauteville; in London, E. C. at 83 Fore Street, besides agencies in Spain, Portugal, Holland, Egypt, Rio de Janero and Buenos Ayres. The New York showrooms were established four years ago, and are among the finest in the city, the display of Guérin ware in almost infinite design making one of the most brilliant exhibits in the metropolis. These showrooms have come to be one of the leading recognized centres of trade, and the wares are in steadily increasing demand among the best class of buyers all over the United States. The house imports direct to fill orders, and one reason for its high prestige in the trade is the fact that the consignments are invariably equal to the samples. These include table and toilet ware of every description, and a specialty is made of fine ware especially adapted for decorators' use. Mr. Streiff came here from France four years ago to take charge of the American business of this house, and has been eminently successful in every particular. Besides his high standing in the mercantile world, he occupies a prominent position socially, and is a leading member of several clubs and associations.

E. ASPINALL, Sanitary Specialties, Nos. 98 and 100 Beekman Street.—The trade in sanitary specialties has of late years developed to large proportions, stimulated by an active demand all over the country for fresh triumphs of ingenuity and skill, and by the superiority, both in finish, novelty and perfection of mechanism of recently manufactured lavatories, bath tubs, sinks, and kindred wares. Much of the credit for the prosperous condition of this interest in New York is due to the enterprising and well-directed efforts of Mr. E. Aspinall, the well-known importer of sanitary earthenware and dealer in plumbers' supplies. This gentleman established his business here in 1860, and is especially prominent in the trade as sole agent in the United States for Thomas W. Twyford manufacturer of the "Crown" English porcelain baths, wash tubs, sinks, lavatories, etc., also "Yorkshire" brown glazed wash tubs and sinks. The "Crown" porcelain ware is unsurpassed and rarely equaled by any other, having the finest form, color and glaze. Being entirely non-absorbent, it cannot imbibe any impurity or convey infection, and can be made perfectly clean by wiping with a sponge. This ware is used by most of the crowned heads of Europe, and in the principal hotels, asylums, hospitals and other institutions throughout Great Britain and the European continent. All this earthenware is of the best English manufacture and warranted not to craze. Mr. Aspinall is a native of England, who came to this country in 1858, and is recognized as an expert leader in his branch in America. He is agent for the celebrated English enamel, manufactured by Aspinall, Aspinall & Co., of London, England, and used for renovating furniture, wicker-ware, wood tables, chairs, metals, earthenware, glassware, stucco, and everything for in-door and out-of-door work. Aspinall's "Bath" enamel is the only real enamel that stands boiling water.

J. W. PALMER CEMENT COMPANY, Importers and General Agents, English, German and Belgian Portland Cements, Room 615, No. 136 Liberty Street.—The headquarters of this company are at No. 111 High Street, Borough, London, England, where the business was established in 1892, and when an office in this city was also opened. The officers of the company are thoroughly trained, efficient business men, and are as follows: President, J. W. Palmer; vice-president, O. E. Duxbury; W. Floyd Dalton, secretary and treasurer. Mr. Palmer, who resides in London, was formerly connected with a Belgian cement manufactory, and possesses a thoroughly practical knowledge of the industry. Messrs. Duxbury and Dalton reside in New York, and are popularly known here. The company are importers and general agents for English, German, French and Belgian Portland cements, and are sole agents for Gostling, English, Wind Mill, Belgian and Eagle cements. The trade extends all over the United States, and all orders are met upon the most liberal terms.

STEPHEN ROGERS, Decorative Painter, No. 261 West Street.—For more than half a century Stephen Rogers, decorative painter, has been established. He started in business in 1838, and has been at the present location for the past twenty-two years. He is one of the very oldest and best known men in his line in this city, and has had some large contracts in his time, having as many as three hundred hands in his employ, on occasions. Mr. Rogers is a gentleman of seventy-six, and is still active and vigorous. He was born in England, came to this country when sixteen years of age, and has resided at Arlington, N. J., for a number of years. Mr. Rogers occupies a commodious store and basement, and carries a full and fine stock of paints, oils, white lead and supplies generally. He employs seventy-five to a hundred hands, and does ship, house and sign painting in the most artistic style. He makes a specialty of steamboat and steamship work, and hardwood finish is done by him in the most superior manner. Particular attention is given to fresecoing, graining, staining, etc., and perfect satisfaction assured. His prices are reasonable, and all work executed by Mr. Rogers is warranted to be strictly first-class. Estimates are furnished, and all orders are promptly attended to.

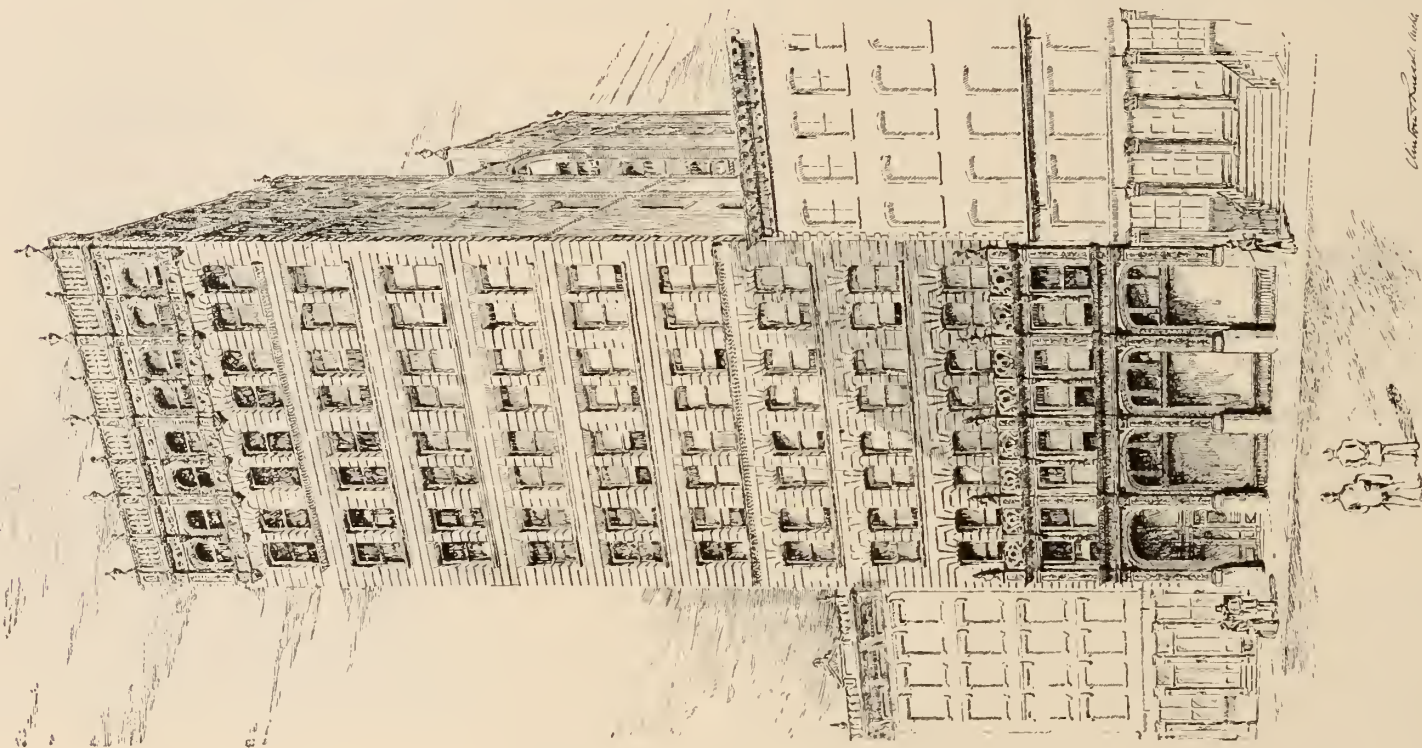


STEPHEN ROGERS.

JOSEPH FAHYS & CO., General Agents for the Fahys Watch Case Company, General Office, No. 41 Maiden Lane.—This celebrated firm of watch case manufacturers is the most prominent concern in that line in the trade. Its success affords a marked illustration of the reward that is always attainable by persistent, intelligent and industrious effort. Its founder was Mr. Joseph Fahys, who still continues at the head of the concern. He was born in Alsace, France, and came to the United

States in 1848. He learned the watchmaker's trade under Ulysses Savoy, at West Hoboken, New Jersey, with whom he remained five years as an apprentice, continuing afterward five years longer in the same employ as a journeyman. At the end of that time, by the exercise of careful thrift, the workman was able to buy out his employer and conduct the business in his own behalf. In 1861 the business had increased to such an extent that Mr. Fahys was obliged to erect a factory at Carlstadt, New Jersey, and a

short time afterward he built his present larger factory at Sag Harbor, Long Island, which comprises three large buildings, besides the boiler and engine house, and where a working force of an average of six hundred is steadily employed. Mr. Joseph Fahys was one of the founders of the Jewelers' Board of Trade, of which organization he was once the president, and he was also the first president of the Watch Case Manufacturers' Association, to which position he was three times re-elected. The general



FAHYS' BUILDING,
NO. 54 MAIDEN LANE.

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offices of the company, at present at the above address, occupy a ground floor and basement, 20 x 127 feet in area and are handsomely fitted, and a large staff of clerks and salesmen are employed; but the firm have in course of erection one of those modern colossal structures so common now in the metropolis, twelve stories in height, built of iron and brick, located at No. 54 Maiden Lane and extending through to No. 31 Liberty Street, a view of which is herewith presented. This building will be ready for occupancy by

May 1, 1855. In addition to this office the company also have salesrooms at No. 103 State Street, Chicago; Carew Building, Cincinnati; and No. 4 Sutter Street, San Francisco. The company was incorporated under the laws of New York, in 1881, as the Elgys Watch Case Company. Its special manufacture is the "Monarch," a 14-karat filled case, and the "Montank," a 10-karat case. The "Monarch" is claimed to be equal in all respects to the average solid 14-karat cases of other manufacturers. It is made in a great variety of designs and a twenty-year guarantee is given with each case. Owing to their excellence these goods are in wide demand in European markets, as well as throughout the United States.

ELGIN NATIONAL WATCH COMPANY, No. 11 John Street.—As in everything else, the present generation has seen vast improvement in the manufacture of watches, and especially in this country has this important industry made rapid and remarkable strides in the right direction. Our American machine-made watches are far superior to those manufactured by the most celebrated European houses, and are general favorites with the public in all parts of the civilized world. The largest and leading manufacturers in this line, not only in America, but in the whole world, are the Elgin National Watch Company. This company has its general offices in Chicago, with factories at Elgin, Ill. It was incorporated in 1864, under the laws of Illinois, and now has a capital stock of \$4,000,000, and the following executive officers, to wit: Thos. M. Avery, president; Wm. Geo. Prall, secretary; Jno. M. Cutter, general agent; Walter T. Thompson, New York agent; Geo. Hunter, superintendent. The capacity of the works admits of the production of 2,500 finished movements per day. A distinguishing feature of the Elgin watch is its perfect uniformity of parts, by which every watch of the same class is a duplicate of every other. In addition to these advantages the Elgin has, in common with other American watches, many peculiarities of invention which are secured by patent. Sales are made to jobbers throughout the East from this point, while the company's goods are exported largely to Europe, India, China, Japan, Australia, South America, Mexico, the West Indies and other foreign ports.

CHARLES S. PLATT, Gold and Silver Refiner, Assayer and Sweep Smelter, Nos. 29 and 31 Gold Street and Gold Court.—This is one of the largest and best equipped concerns of its kind in the country, and has been in existence for close on sixty years. The business was established in 1837, by Geo. W. Platt, whose grandson, the present proprietor, became his successor in 1881. He was formerly located at No. 4 Liberty Place, and removed to the commodious quarters now occupied about four years ago. Platt's Gold and Silver Refinery building is an eight-story structure, absolutely fire-proof, and is provided with elevator, steam power, steam heat, abundant water supply, sanitary public, and magnificent light.

It is fitted up especially for manufacturing jewelers, and is conveniently located between John and Fulton Streets. Charles S. Platt is gold and silver refiner, assayer and sweep smelter, and has splendid facilities for these purposes. He has in service the latest improved machinery, appliances and tools known to the business, and employs thirty to thirty-five hands. He manufactures platers' and electric platers' silver platinum and aluminum, and turns gold, silver and platinum into bars, sheets, plates and wires. Mr. Platt does a very large business, and his trade extends throughout the United States and Canada. He does refining, assaying, etc., for mining companies in Mexico, Central and South America. He is prepared to do all classes of work in the lines above noted, and can execute orders in the most expeditious manner. Mr. Platt is a gentleman of middle age, born in this city, and comes of an old New York family. He is a man of integrity and reliability, as well as of skill and experience, and exercises immediate supervision over all operations.

HENRY ZIMMERN & CO., Importers of Watch Materials, Tools and Optical Goods, No. 37 Maiden Lane.—Maiden Lane is one of the most celebrated streets of the metropolis, and the name is a familiar one with the workers in gold and silver the world over. For ages it has been the great centre for the chief goldsmiths, silversmiths and watchmakers and dealers in the country, and it still preserves its old-time reputation. Among the principal business concerns on this ancient thoroughfare is that of Messrs. Henry Zimmer & Co., who are known among watchmakers and dealers in jewelry and optical goods all over the United States, as their business has its ramifications in every part of the Union. Their establishment has been one of the most noted on the street since it was first opened, in 1869. The business was started by Mr. Henry Zimmer, who conducted it alone, and that successfully, until 1888, when he admitted into partnership Mr. M. J. Lambert, when the style of the house became, as now, Henry Zimmer & Co. The firm, who occupy a handsomely appointed store and basement, each 24 feet in width and 125 feet in depth, are general importers of watch materials, tools and optical goods of every description. It is the home of watchmakers' supplies, and, as they sell to the jobbing trade only, and at rock-bottom prices, with quick attention to orders, the firm have a brisk and extensive trade to look after. The stock carried is a large one, and embraces everything in the lines indicated. The firm make a specialty of white metal chains, and also of A. Hugenin, J. Droz's and "Superior" American mainsprings, for which they are sole agents. The trade is exclusively of a wholesale character, and calls for the continued services of eight assistants in the store and a staff of traveling salesmen. Mr. Zimmer is a native of Germany, and came to this country in 1860. His partner, Mr. Lambert, was born in New York. Both gentlemen are as much respected as they are known in business circles.

OLIVER M. FARRAND, Importer Diamonds, Rubies, Sapphires, Pearls, Watches and Jewelry, No. 1 Maiden Lane.—One of the leading representative houses in the jewelry trade of New York is that of Mr. Oliver M. Farrand, which was established March 21, 1887, and has ever been closely identified with all that is rare and precious in the line of diamonds, watches and jewelry. Mr. Farrand is an extensive importer and wholesale and retail dealer in everything known to the trade. He visits Europe every year for the purchase of novelties and new goods, and is a thoroughly expert and practical jeweler, a fine judge of precious stones, and understands every requirement of the American public in this direction of trade. His skill, energy, sound judgment and cor-

rect taste have become proverbial, and have brought him a success which is well deserved, and developed a trade that extends throughout New England and the Middle States, and as far west as the Rocky Mountains, and which is as substantial as it is far-reaching. The specialties carried embrace diamonds of unrivalled purity and brilliancy, both solitaire rings and pins, cluster and pendent, necklace and bracelet, chains and chatelains; rubies, sapphires and pearls; fine Swiss and American watches,



Oliver M. Farrand

and rich gold jewelry. The house numbers among its patrons many of the leading families of New York, and, in fact, of every city of this and adjoining states, as retail customers, who invariably find here those articles that best meet the requirements of the most refined taste. This is headquarters for wedding and holiday presents; prices are uniformly reasonable, and quality and artistic merit are the first considerations of the proprietor in making his selections. Mr. Farrand was born in Fort Wayne, Ind., and came to New York in 1866. His great-grandfather on his father's side, Captain Samuel Farrand, fought in the Revolution; his great-grandfather, Captain Wells, was massacred by the Indians at Fort Dearborn, now Chicago; and his grandfather, Captain James H. Hackley, was commander of the fort at Fort Wayne, Ind. He is a member of the National Jewelers' Security Alliance, the National Jewelers' League, and of the Sons of the Revolution, and by his distinguished enterprise New York has been more than ever made the popular purchasing point of the United States for this class of goods.

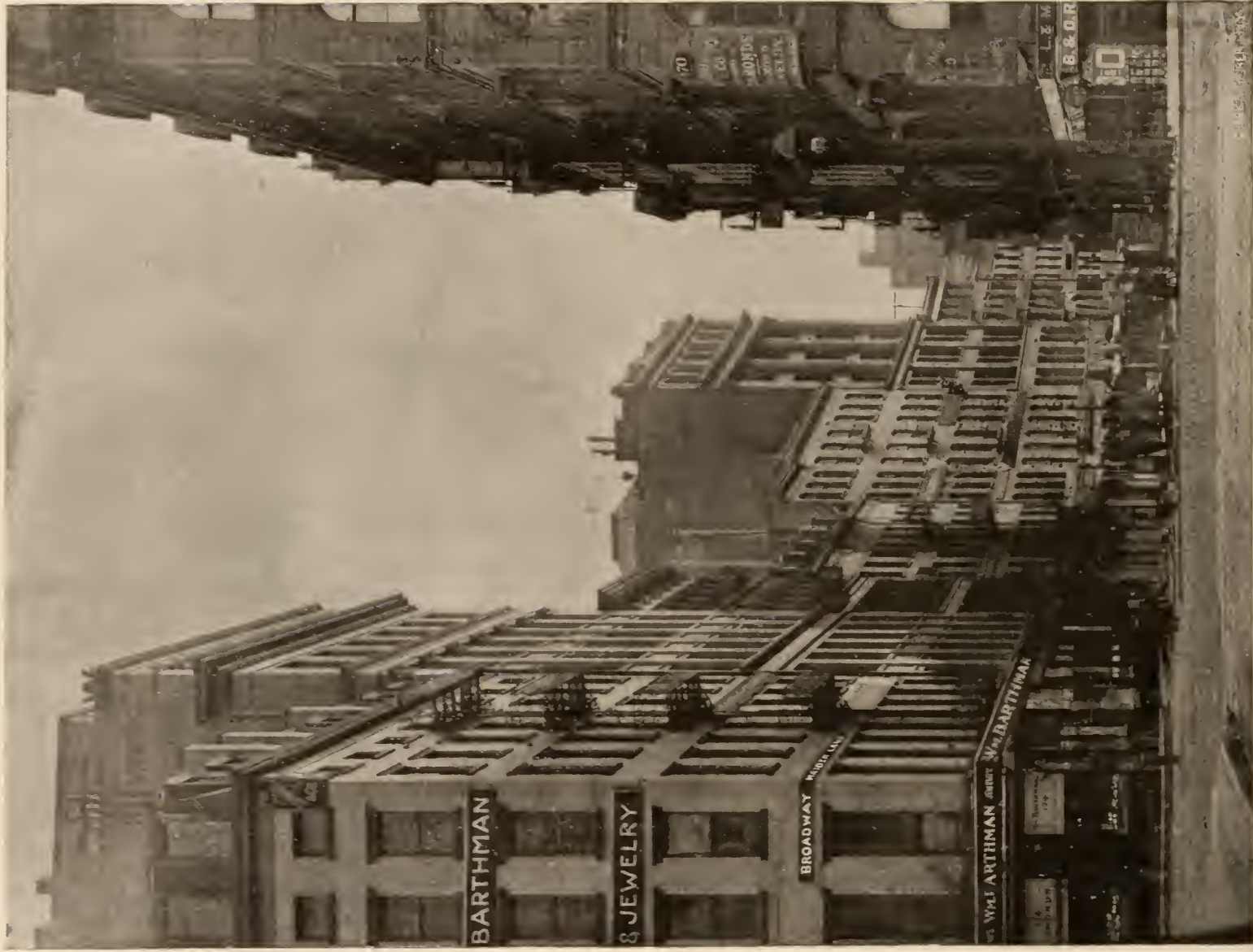
J. W. JOHNSON, Representing The Middletown Plate Company, Superior Silver Plate, No. 22 John Street.—The leading source of supply for superior silver plate in the metropolis is the establishment of Mr. J. W. Johnson, who has been established here as a dealer in silver plated ware for a period of thirty years, and is prominent in the trade as exclusive New York agent for the Middletown Plate Company, of Middletown, Conn. He now carries the largest and finest assortment of all grades of silverware to be found in New York. The Middletown Plate Company have long been justly celebrated for the elegance and superiority of their productions. They have been engaged in the industry for the past thirty-five years and are thus specially qualified for success therein, bringing to bear ample resources, perfected facilities and expert management. They are noted for the beauty and originality of their designs, the most desirable and popular known to the trade, and all wares stamped with their name attest their purity and excellence. They manufacture full lines of tableware and ornamental articles, including tea and coffee sets, urns, ice pitchers, trays and salvers, cups and spoons, knives and forks, and a vast variety of ornamental articles for decorative purposes. The management is enterprising and progressive, fully sustaining their high reputation, and affording the American public the equal of the finest Hall marked wares of England, at the lowest prices commensurate with quality. Mr. Johnson has a large and influential trade that extends to all parts of the United States, and is in a position to guarantee the prompt and perfect fulfillment of all orders and entire satisfaction to his customers. Mr. Johnson is a native of Middlesex County, N. J., and a citizen of Plainfield, N. J., where he owns "Woodbrook Farm," one of the finest stock farms in the State. He is the owner of Young Stamboul and Nominee, and has five stallions and a herd of high-class cattle on his farm that are worthy the inspection of connoisseurs. He is also a director of the First National Bank of Plainfield, N. J., and a sound, reliable and responsible business man.

BARTENS & RICE, Fine Watches, Diamonds, Artistic Jewelry and Silverware, No. 20 John Street.—The metropolis of New York, as the recognized centre of mercantile activity in America, affords favorable openings for well-considered enterprises in every branch of trade. One of the most important of these devoted to the trade in fine watches, diamonds, jewelry and silverware, is that of Messrs. Bartens & Rice. This firm established themselves here as retail dealers in 1865, and ample capital, trained talents and perfected facilities are to be found exemplified in their establishment, and with results of corresponding magnitude. The members of the firm are expert watchmakers and jewelers, and with influential connections both at home and abroad, and best possible facilities for importation at command, they display in their spacious and attractive warerooms one of the most comprehensive and valuable stocks of rich gold and silver jewelry, diamonds and precious stones, watches and sterling silverware to be found in the city. This house is recognized headquarters for diamond jewelry. The proprietors import large parcels of rare gems direct from the Amsterdam and Paris markets, which are selected with care by experts, and are prepared to show the choicest brilliants in the market, of all sizes and inclusive of fine white-water solitaires for rings and breast-pins, collar buttons and matched pairs for ladies' earrings. Loose stones are promptly mounted in the highest style of the art, and here is also the place to buy rubies, pearls and all other precious stones. This house has always been celebrated for its magnificent stock of watches. The firm are agents for Nicole Nielssen's famous watches, of London; and are also owners and proprietors of the "Bartens & Rice Watch," made for them in Geneva. They carry the best makes of Swiss, French, German and English watches, alongside the best of American machine-made timepieces. In sterling silverware all tastes can be suited, and from fresh patterns, too. No old stock in silverware or jewelry, all new, artistic and beautiful. The collection in all departments is far removed from the ordinary dealers. Exquisite taste, originality and delicacy of pattern strike the eye. Both the ornamental and useful are here in profusion, from decorated dinner sets down to fancy wares for mantel decoration, and the prices for these beautiful wares are so low that the inquirer becomes a purchaser. Opportunities are here presented not duplicated elsewhere, and the public, realizing the honorable, equitable policy inaugurated, are placing their orders with this firm and securing better satisfaction than ever before. Mr. F. A. Bartens is a native of Germany, and an expert watchmaker, who acquired his trade in Germany. Mr. Thos. E. Rice is a New Yorker by birth and training, and has been in the jewelry business for thirty years, being formerly with Starr & Marens and Ball, Black & Co. These gentlemen are to be congratulated upon the rapid growth of their trade, comprising as it does not only leading citizens, but many out-of-town buyers as well.

JAMES J. DAWSON, Manufacturer Electro Silver Plated Ware, No. 76 John Street.—This gentleman is a practical man at his trade, and has been associated with it from his youth. In 1891 he started on his own account, at No. 22 Beekman Street, and his venture was attended with success; in fact, so much so that in 1892 he found it necessary to seek more commodious premises in which to meet the wants of his increasing trade. Then it was that he removed to his present quarters, where he occupies an entire floor, with an area of 28 x 100 feet, having an ell connection with Platt Street with a depth of 75 feet. The manufacturing department is equipped with steam and electric power, and all the latest electro-plating appliances known to the trade. Here are produced hollow ware, casters, butter dishes, and silver-plated ware of every description that necessity may demand or fancy dictate. From twenty-five to thirty experienced hands are engaged, and many beautiful specimens of the electro-plater's art are always to be found here on exhibition and ready for shipment. Mr. Dawson sells his products direct to the trade, and the spirited demand evinced for his goods is the best possible evidence of the general satisfaction they give. Mr. Dawson is a New Yorker by birth, and he deserves the greatest credit for the able manner in which he is contributing to the increase of the industries of his native city.

GUMBINNER & SCHOENFELD, Manufacturers of Jewelry and Novelties, Room 605, Cable Building, Nos. 611-621 Broadway.—This firm started in business on June 1, 1894, and now have connections extending from New York west as far as Nebraska. Mr. Gumbinner is a native of Germany, born in Berlin, and has been in this country since 1871, and is thoroughly experienced in the business, being connected with the trade since 1880, and was formerly with M. Freudenburg for a number of years. The firm are manufacturers of jewelry and novelties, and have first-class productive facilities. They are interested in factories at Providence, R. I., and Attleboro, Mass., and sell to jobbers and large retailers. They manufacture gold, silver and plated goods in great variety, and carry full and fine lines. Gumbinner & Schoenfeld also have an office and representative in Chicago, Ill. They employ, also, several clerks and salesmen here, and have six representatives on the road. They keep on hand always a large and elegant stock, which includes pretty designs in pins, rings, brooches, chains, charms, lockets, bracelets, etc., together with a varied assortment of fancy novelties, and every article is warranted as to make and material. Gumbinner & Schoenfeld are prepared to offer liberal inducements to the trade. Bottom prices are quoted by them, and all orders receive prompt and personal attention. Mr. D. M. Schoenfeld the junior partner, is a native of New York and resides here.

✽ NEW YORK-1894, ✽



MAIDEN LANE, FROM BROADWAY. THE JEWELRY CENTRE OF THE UNITED STATES.

Nine-tenths of the jewelry worn throughout the States is originally purchased in this street.

HAMMEL, RIGLANDER & CO., Importers of Watch Materials, Tools, Watch Glasses, Optical Goods, Etc., No. 35 Maiden Lane.—This extensive importing house, dealing in watch materials, jewelers' tools, etc., was established in 1874 under the name of Leo. Hammel & Co. In 1877 Mr. Riglander bought out the business and associated with him Mr. Hammel as managing partner. Mr. Riglander taking no active interest in the business until 1881. In 1891 the present style was adopted, the firm now being composed of Messrs. Leo Hammel, a native of Germany; J. W. Riglander, and M. J. Straus, who was admitted some time later. The two latter are native New Yorkers. The store occupies a ground floor and basement, 25 x 100 feet in area, where fifteen clerks and salesmen are employed. Three salesmen are also kept traveling for the firm. The house, which does a wholesale business exclusively, is the largest in its line in the world, its operations extending throughout the United States and Canada, besides a large export trade of American goods to foreign countries. The concern carries a very large stock of watch-makers' and jewelers' tools and findings, all kinds of optical goods and instruments, and, in a word, everything that is required in the jewelers' trade for manufacturing purposes. It likewise controls the largest watch glass factory in the world, Messrs. Hammel and Riglander owning a half interest in the "Verreries Tois Fontaine" at Valleyrsthall, Germany, which sells over 40 per cent. of all watch glasses sold in the world, and where some 600 employees are engaged in the manufacture of the celebrated V. T. F. blue-headed label watch glasses. There are branches, also, in Paris and at Frankfort-on-the-Main. Other specialties of the house are the celebrated "Grobet" files, and the equally well-known "Gravier" main springs for watches, for which they are agents, while the well-known "Universal" main springs are made especially for them, and bear their trade-mark.

F. P. KURTZ, Manufacturer of Jewelers' Machinery, Tools, and Hollow Seamless Gold and Silver Balls, No. 97 Cliff Street, Near Frankfort Street.—An old established, representative New York house engaged in the production of jewelers' machinery, and one whose goods are shipped to all parts of the United States, is that of F. P. Kurtz. This house was established in 1848, by Mr. Stephen Kurtz, by whom the business was conducted up to 1860, when he was succeeded by his son, the present proprietor, who has since remained at the head of affairs, and has been successful in building up a trade connection in all parts of the country. The business premises consist of a spacious floor, fitted up with special machinery, driven by steam-power, and employment is given twenty-five skilled workmen. Mr. Kurtz manufactures all kinds of jewelers' and silversmiths' machinery, tools, and hollow seamless gold and silver balls, his goods all being of the best quality and unsurpassed for

utility and durability. Mr. Kurtz was born in Germany, but came to this country in early childhood. He resides in New York and sustains an excellent reputation in business circles.

WILLIAM BARTHMAN, Manufacturing Jeweler, Watches, Diamonds, Fine Jewelry, No. 174 Broadway, corner Maiden Lane.—One of the representative and thoroughly reliable houses engaged in the jewelry trade in the metropolis is that of Mr. William Barthman, located at No. 174 Broadway, corner of Maiden Lane.

This gentleman is a manufacturing jeweler of large experience and established reputation; also an expert diamond setter and watch repairer; while he makes a specialty of photographs on novelties such as pin trays, puff boxes, yachting and military caps, straw hats, hair pin boxes, and other patent silver novelties, operating a factory at No. 102 Fulton Street.

He is likewise an extensive importer and retailer of diamonds and precious stones, watches and fine jewelry, and does a large business in souvenir goods. This house was established in 1872, by Barthman & Straat, the present proprietor succeeding to the sole control in 1884. A ripe experience as a manufacturing jeweler, watchmaker and diamond setter, and a long practical knowledge of all the intricacies of the business have been the main elements of Mr. Barthman's success; and his house is now widely known as a reliable headquarters for all these various classes of goods. The trade now controlled is as far-reaching and enduring as the reputation of the house for fine work and reliable goods is soundly established. Some thirty or more skilled assistants are employed in the various departments of the business, a corps of talented salesmen represent the house upon the road, and the trade is large and influential throughout the Eastern and Middle States, and west to the Mississippi river. Mr. Barthman is a native of Hamburg, Germany, who came to this country forty years ago, acquiring his trade as a jeweler on Maiden Lane since 1857. He served all through the war for the Union, and is a member of the G. A. R.; a worthy Knight Templar, prominent in the Masonic fraternity and the Mystic Shrine, and is unremitting in his endeavors to merit the liberal support that has long been accorded him.

Photos copied on inside of watches, \$3.00 each



Done from any good photograph.

S. F. MYERS & CO., Importers of Diamonds, Jobbers in Watches, Manufacturers of Jewelry Materials, Optical Goods, Silverware, Clocks, Etc., Nos. 48 and 50 Maiden Lane, Extending through to Nos. 23 and 25 Liberty Street.—This firm is recognized throughout the jewelry trade and commercial circles as the largest establishment of the kind in this country and as one of the leading jewelry houses in the world. The house was established in 1807, by its present proprietors, S. F. and M. A. Myers, brothers, and S. Blumau, a brother-in-law, and it has risen to its prominence through judicious management and an aggressive business policy. The premises occupied in the conduct of the business, comprise the large six-story non-front structure known as the Myers Building at the above address. The ground floor, two double upper floors and other portions of the building are occupied by the firm, who recently built this handsome structure, which is 70 x 157 feet in area. The firm's stock consists of a large and complete assortment of goods, including diamonds, watches and watch materials, jewelry of every description, silverware, clocks, optical goods and other articles too numerous to mention herein. The business is arranged in departments, each with an experienced man at the head, while the whole establishment is under the personal supervision of the proprietors. Two hundred clerks and skilled assistants and a number of traveling salesmen are required in the transaction of business matters, while the proportions of the firm's trade reach every section of the United States and Canada, and extends to Mexico, Cuba and South America, with which countries an extensive export trade is transacted. The firm are sole agents for the Globe and the Manhattan Clock Companies' productions, and likewise are the exclusive representative for many foreign goods. The trade is strictly wholesale and the firm's representations have always proven reliable in every respect, to which feature of its management is due much of its standing in the trade. S. F. Myers & Co., while they have attained a position as leaders in the jewelry industry, have always conducted their affairs on such principles of commercial integrity as to gain and retain the respect of the trade and the admiration of the commercial and financial world. Standing in the front rank in their line in the country this firm is the only one in the metropolis of the United States that manufacture, import and transport everything appertaining to the jewelry trade, and to the untiring energy, shrewd business tact and executive ability of the senior member, Mr. Samuel F. Myers, is due the success attained by this house. His first experience in life began in the humble capacity of a New York newsboy, and from this beginning he has attained his present standing in social and commercial life. All the members of the firm are native Americans, standing among the foremost in social, business and commercial circles. Their thirty-ninth annual catalogue, comprising 600 pages with over 50,000 illustrations, issue for 1895, is among the most complete published in this line in the country.

S. ELF WINDING CLOCK COMPANY, F. E. Sutton, Manager, No. 26 Broadway.—A corporation with an established prestige in its special branch of industry, and standing of the highest character in commercial circles, is the Self Winding Clock Company, whose works are in Brooklyn. It was organized in 1885, under the laws of the State of New York, with a capital of \$500,000, and is officered as follows, viz: E. T. Bedford, president; F. E. Sutton, general manager. The company quickly built up a trade of splendid proportions, which extends to all parts of the United States, and is steadily increasing in strength and influence. They manufacture both self-winding lever, tower, signal and chiming clocks, in many different styles. These clocks are entirely automatic, self-winding at regular intervals by electricity, thus obviating all the care and attention required in the case of key-winding clocks. This principle of frequent and regular winding not only shortens the train but decreases the friction and strain to the lowest degree. This system does away with all necessity for use of a maintaining power, as the spring is wound in the same direction the train is moving, thus maintaining a perfect uniformity of tension, which all horologists admit is of the greatest importance, and without which perfect time cannot be had. Clocks so constructed are very superior as accurate time-keepers. They are guaranteed to run without attention for over one year. The movements are made of the best material, with steel-cut pinions, hardened and polished; the cases are finely finished, and all the workmanship connected with the clocks is of the highest order. This company own the Gardner synchronizing and time signalling patents, by which they have developed a special system for uniform time service. The Western Union Telegraph Company will furnish these synchronized self-winding clocks to subscribers, and correct them daily by telegraphic time signals from the time service of the United States Naval Observatory at Washington, at the rate of \$1 and up per month. Large buildings, factories and institutions requiring five or more clocks regulated by the telegraphic time signal, will be supplied at \$1 per clock per month. Over 20,000 clocks of this company's make are in use in the United States. Their clocks were used in all the main buildings at the World's Columbian Exposition to indicate the official time, while the "Grand Master Clock" in the Manufacturers' Building controlled all clocks in the Exposition and was a center of attraction with thousands daily. All sizes of tower clocks, programme clocks, chime clocks, and various time-keeping and time-transmitting devices are displayed at the warehouses of the company, and descriptive circulars, illustrated catalogues and price lists are mailed to any address. President Bedford is also prominently connected with the Standard Oil Company; while Mr. Sutton is in charge of affairs, and manages every detail with a knowledge born of experience, and with consummate ability and success.

* NEW YORK-1894, *



PERKINS, GOODWIN & CO., Paper and Paper Makers' Supplies, Nos. 66 and 68 Duane Street.—Few persons outside of those immediately interested have any idea of the extent of the trade in paper stock and paper in this great metropolis, although it reaches enormous proportions annually, and the aggregate sales for a year represent many millions of dollars, and employment is given to a vast number of workmen. Engaged in the trade are many of our representative business men, among the number being the members of the prominent, prosperous and leading house of Messrs. Perkins, Goodwin & Co. The individual members of the firm are Messrs. George F. Perkins, E. Goodwin, Frank Squier and J. Fred. Ackerman, all residents and natives of New York. This old and reliable house was founded in 1866, at No. 43 Dey Street, by Messrs. Buchanan, Perkins and Goodwin. In 1871 the former retired from the firm, and it became Messrs. Perkins and Goodwin, and during the same year the business was moved to No. 84 Duane Street, and in 1885, Messrs. Squier and Ackerman were admitted as partners. In 1887 they were obliged to obtain more commodious quarters, and they moved to their present address, where they occupy three entire floors and two basements, each 40 x 80 feet in dimensions, besides a large storehouse in Rose Street. They are wholesale dealers, and are interested in several paper mills in this and other states, and ship direct from their factories, and having ample and excellent sources of supply they are prepared to fill the largest orders for roll and flat news in all sizes, also book, fine flat writing, manilla and other papers, at the shortest notice and lowest ruling market prices. A full force of assistants are given constant employment, and three experienced traveling salesmen are kept on the road, besides local agents

in almost all of the principal cities of the United States, and number among their customers many of our leading metropolitan newspapers, publishing houses and wholesale and retail dealers. All the members of the firm are men of the strictest integrity, public-spirited, and well and favorably known in social and business circles.

ZELLSTOFFFABRIK WALDHOF, [Waldhof Sulphite Pulp Company,] Rudolph Helwig, Sole Agent for the United States and Canada, Manufacturers of Sulphite Wood Pulp, Unbleached and Bleached of always Even Quality, Temple Court, Corner Beekman and Nassau Streets.—

This is the largest concern for the manufacture of sulphite wood pulp in the world. The works of the company are at Waldhof, near Mannheim, Germany, and have been in operation for over ten years. The plant is capacious, and well equipped to turn out 125 tons of dry pulp a day, and all conveniences are provided there for shipping the goods. They turn out the best grades of sulphite pulp known, and their products are used extensively in the manufacture of high grades writing and book paper. The Zellstoffabrik Waldhof (Waldhof Sulphite Pulp Company) have been represented in America for several



ZELLSTOFFFABRIK WALDHOF—WALDHOF SULPHITE COMPANY, WALDHOF ON RHINE, NEAR

MANNHIM. RUDOLPH HELWIG, AGENT FOR UNITED STATES.

years, and Mr. Rudolph Helwig was appointed as sole agent for the United States and Canada at the beginning of 1894. He has his office in Temple Court, corner Beekman and Nassau Streets, this city, and does a large business. He can fill orders at short notice, and is prepared to offer inducements on cargo lots. Correspondence is invited, prices are quoted on application, and all communications of a business nature will receive prompt response.

THE GILDERSLEEVE PRESS, George R. Little, Proprietor, Fine Printing, Nos. 17-27 Vandewater Street.—For strictly high-grade, all-round work in the line of printing, or for promptness and reliability, no concern in New York maintains a better reputation than The Gildersleeve Press. This is an old and a well-known establishment, and one of the leading and best-equipped in the business in this city, and receives a very large patronage. The facilities here are first-class in every respect, and orders are executed in the most expeditious manner. Book, wood-cut and process printing is done in the very best style of the art, at reasonable rates, and perfect satisfaction is assured. Fine commercial work is a specialty, and particular attention is given to illustrated catalogues. Blank books are made to order, also, in any desired style or grade, on short notice and at lowest figures. Pamphlet binding is done likewise and stationery is supplied at bottom prices. Estimates are furnished and orders by telephone, "3097-B Cortlandt" will receive immediate attention. This flourishing business was established in 1861 by D. H. Gildersleeve, and in 1891 came into control of the present proprietor, George R. Little, who has since continued it with eminent success. Mr Little is a gentleman in the prime of life and a native of this state. He is a man of practical skill and thorough experience, and is active and energetic. The premises occupied by him are spacious and commodious and are well equipped. He has eight cylinder presses, three Gordon presses, and a fine outfit of type, etc., with ample steam power, and employs forty or more hands.

GLOBE STATIONERY AND PRINTING COMPANY, Bank Stationers, Lithographers and Engravers, Blank Book Manufacturers, No. 89 Liberty Street.—The truly phenomenal success which has attended the efforts of this company is due in the main to the artistic excellence of the whole of their productions, and the equitable and honorable methods upon which the undertaking is conducted. Thus the great increase in the volume of their trade in the last few years can not but be regarded as a flattering testimonial to the ability of the management in meeting the requirements of the trade, both as regards commercial printing and high-art lithographing and blank book making, a fact which is substantially endorsed by a close inspection of the many excellent productions for which they have been responsible. The business was founded about 1840, and in 1860 the present company was incorporated as successor to Cunard & Hayes. The factory comprises five floors and a basement, 25 x 110 feet each, supplied with seven cylinder, five job, three ruling, and several perforating, sewing and stitching machines, and steady employment is given to sixty skilled hands. A specialty is made of express and railroad work, in which they supply a large and influential patronage throughout New York, New Jersey, Pennsylvania and New England; while the company are also prominent as patentees of the

Globe Pocket Check Book, manufacturers of the Johnson patent flexible pads, and blank books of every description, and wholesale and retail dealers in stationery of all kinds. Their check book goes to all parts of the United States, and is in preferential use by banks everywhere. Orders by telephone, "Cortlandt 323," by telegraph or mail, receive immediate and careful attention in all cases, and prices are placed upon a fair and equitable basis. The officers of this company are N. Denison Morgan, president; Robert Webb Morgan, vice-president and treasurer. The former gentleman was secretary and treasurer until 1891, from the organization of the company in 1860, and is a director of the Farragut Fire Insurance Company, and interested in various other organizations. His son, the present secretary and treasurer, is a director of the Terminal Underground Railroad Company; and both gentlemen give this company the benefit of their trained skill and close personal attention in promoting its interests.

JOHAN G. LIGHTBODY & CO., Manufacturers of Printing Inks, No. 24 Beckman Street.—This is a very old and a widely known concern and has been in existence for fifty-five years. It has been conducted under the present firm-name for upward of half a century, and, in that respect, is the senior house in its line in the United States. This flourishing enterprise had inception in 1840, the business having been started by John G. Lightbody, who was succeeded soon after, by John G. Lightbody & Co. In 1876, J. Lewis Leib, son-in-law of the founder, assumed sole control and has since continued it with uninterrupted success under the old firm-name. They turn out a superior article, which is in increasing demand throughout the United States. They have supplied the Philadelphia Ledger, the Baltimore Sun and Baltimore American for about half a century, and have supplied the New York Herald, Evening Post, Commercial Advertiser, Daily News, and other papers for some forty odd years. They manufacture black inks for printing purposes exclusively, and have an extensive trade. Their works are at Nos. 528-542 West 33rd Street, and comprise several buildings. This factory is provided with full steam power and is thoroughly equipped, and the productive facilities are first-class in all respects, a large force being employed there. The quarters occupied by the firm as office and salesroom are spacious, commodious and well arranged, and a number of clerks, salesmen and porters are employed here. A big stock is constantly kept on hand, and all orders receive prompt attention. Newspapers, printers and the trade generally are supplied at lowest possible figures, and special inducements are offered on extra large purchases. Mr. Leib, the proprietor, is a gentleman of sixty-five, active and energetic, and was born in Pennsylvania. He is a man of long and thorough experience in the business, and has been connected with this concern since youthful manhood.

BANKS & BROTHERS, Law Booksellers, Publishers and Importers, No. 20 Murray Street.—When a house engaged in commercial pursuits has maintained the highest of reputations for handling the best class of goods in its line of trade, and enjoyed a prosperous career of almost one hundred years, it is self evident that its affairs have been



DAVID BANKS.

conducted upon the very strictest principles of honor, and fair, square dealing with its patrons; and is well worthy of more than passing mention. Such an establishment is that of Messrs. Banks & Brothers, law booksellers, publishers and importers. This old established, prosperous and reliable house was founded originally by David Banks in 1804, and by Messrs. Banks and Gould, simultaneously in Albany and this city, and from the date of its inception has enjoyed a very liberal and influential patron-

age, derived principally from among the leading lawyers and learned men,

not only of this State but from almost every State in the Union. A few years after its establishment Mr. Gould withdrew from the firm, and the business was carried on by Mr. David Banks in both cities until his retirement in 1857, when he was succeeded by his sons, David, Charles and Anthony Bleecker, of whom David had been brought up in the business, and was familiar with all its details, and they carried it on with increasing success in both places until 1882, when Charles Banks withdrew from the firm, and since that time the concern has been under the control and management of the present firm, whose experience and knowledge have brought the prestige of the house to the proud position of being the best and most reliable house of its kind, not only in this country, but in the world. The premises occupied are spacious and commodious, admirably appointed, and fitted up with every facility for the transaction of business and the convenience of patrons during their review of catalogues, books, etc. while making selections, while the stock carried is always full and complete, to which fresh accessions are daily made. It comprises all the legal works known to the practise of law, embracing all the very latest revised statutes of every State and the United States, besides all legal works of foreign countries that are liable to be required by the legal fraternity who may desire to practise in international law. Keeping fully abreast of the times, lawyers and others will always find here the very latest revised statutes of all the States, published by the firm under their own supervision, and which can be relied upon as being literally correct. The firm's business is such that all orders are promptly executed to any extent, as, for example, they filled an order for a law library costing \$125,000, in 1893, at the very shortest possible notice. Their connections, both in this country and abroad, are of the most extensive character, and their facilities are unsurpassed. Mr. David Banks, the father and founder of the concern, died in 1871. His sons, David and Anthony Bleecker, are both natives of this city, and belong to one of our most reliable and respected families. The latter served two terms as State Senator, and was mayor of the city of Albany in 1876-1877; also in 1884-1885, and was a delegate to the National Convention in 1882 that nominated President Cleveland the first time. His brother David was president of the St. Nicholas Club; is a prominent member of the Counsel of the New York University and New York Club, commodore of the Atalanta Boat Club of Brooklyn, and one of its founders, as well as commodore of the Atlantic Yacht Club of Brooklyn, and has refused a number of offers on the part of his fellow citizens to nominate him for state senator, mayor or congressman. Both are men of the highest character, socially, commercially and politically, and enjoy the fullest confidence of the entire community.

TYPEWRITER INSPECTION COMPANY, No. 49 Liberty Street.—This company was incorporated in January, 1893, under the laws of the State of New York for the purpose of meeting the strong demand for prompt and effective service in the repairing and adjusting of standard writing machines. For a specified sum, this company contracts to keep typewriters in thorough repair and good order by the year. The service will be performed by means of a systematic monthly inspection of machines placed in its care, which means a monthly repair service, arresting the wearing-out process now going forward and effectually preventing the future damage and wear. The inspections are made by experienced experts, who, once each month, thoroughly clean the machine, make a careful inspection of all the working parts, replace any part showing wear, remove all causes of wear, correct any irregularity in the alignment, carefully adjust the machine, do any ordinary repairing necessary, and in case the machine needs extensive repairs or they are of a character that cannot conveniently be made at the owner's office, a similar machine is furnished and the defective instrument taken to the repair rooms of the company for the necessary work. The charge for this service is eighty-five cents per month, payable monthly after each regular inspection. Should any considerable amount of work or number of new parts be required to prepare a machine for this service, a figure below actual cost is made. The company have large and fully equipped workshops and every facility for repairs, and keep a force of experts to respond to special calls. Orders by long distance telephone, "2477 Cortlandt," will receive immediate attention. The officers of the company are as follows, viz.: C. F. Lantry, president; E. J. Manning, secretary; S. E. Bergen, treasurer.

W. H. WHITTAKER, Clays, Colors, Minerals, and General Merchandise, No. 259 Front Street, Corner Dover Street.—This gentleman has been established since 1891, and has been very successful from the start. He is one of the leading merchants in his particular line in this city, and has a large trade. Mr. Whittaker is a native New Yorker, and a man of energy and business experience. He is broker and commission merchant, and handles clays, colors, minerals, and general merchandise, representing foreign and American manufacturers, and sells extensively to potters, paper-makers, etc., throughout the United States. Mr. Whittaker keeps a full line of samples at his office, and has storage facilities in Brooklyn. He carries a variety of goods, imported and domestic, including English China clays, English pipe clay, English fuller's earth, (lump and powdered), English, French and American terra alba, French tale (powdered), American tale, (powdered), soap stone, English rotten stone (lump and powdered) German black lead, English cliff-stone, Paris white, French ground flint, English Cornwall stone, American flint, silex, feldspar, barytes, infusorial earth, marble flour, oxide man-

ganese, Ozokerite, oxide cobalt, ochre, Indian red, venetian red, bright oxide, fire clay, Portland cement, Roman cement, English and Scotch fire brick, plaster paris, chalk (selected lump), powdered slate, etc. He is prepared to quote lowest prices on anything above named and can fill orders for any quantity on short notice.

R. LAUBENHEIMER, Engraver, Die Sinker and Medailleur, No. 241 Broadway.—Without doubt the leading representative of his profession in the United States is Mr. Rudolph Laubenheimer, engraver, die sinker, and medailleur. This gentleman was born in Germany, came to New York in 1852, after learning his trade in his native country, and in 1858 established business here. Since then he has achieved great distinction, and demands upon his services have come from all parts of the United States, South and Central America. He has made dies for postage stamps for all those countries, and made the State seals for New York, Virginia, Maryland, Washington and North Carolina. A testimonial to the excellence of his work is that, unsolicited, the U. S. Government placed a collection of his stamps and medals on exhibition at the Centennial and the World's Fair. Mr. Laubenheimer is an engraver of medals and badges, jewelry dies, embossing plates, dies for silverware, button dies, seals for wax, all kinds of letters, especially for watch cases and lead pencils, bookbinders' stamps, coats of arms and crests, plates for celluloid, seal presses, cards, monograms, etc. Only the finest and most artistic work is executed and all orders are filled without delay.

A. LEX. F. REID, Twines, Cordage, Etc., No. 149 Duane Street, Cor. West Broadway.—The handling of cordage, twines, threads, and kindred flax and jute products is a very important feature of the wholesale trade of New York. Among the leading and long established houses engaged in it, that of Mr. Alex. F. Reid is especially deserving of mention. Mr. Reid founded this business some twenty-seven years ago, and the history of his house during the intervening period has been an unbroken record of success. Enterprising and energetic, he also brings to bear a perfect acquaintance with the trade in its every feature and detail, and his facilities for obtaining the best supplies in the market are unsurpassed. He has built up a large trade which extends to all parts of this continent, and his annual sales reach a very high figure. The premises consist of the ground floor and basement of a building, 25 x 60 feet in dimensions, which are perfectly adapted for the purpose to which they are devoted. Here an immense stock is carried of twines, cordage, hemp, flax, jute and tow, gilling thread, hammocks, etc., etc. Mr. Reid is a large importer in his line and fills orders at the lowest prices consistent with the high quality of his wares, and his trade is steadily increasing. He is a native of India, and resides in Brooklyn.

THE ANSEL-STRUCK ENGRAVING COMPANY, Notes, Bonds, Checks, Portrait and General Commercial Work. Nos. 18 and 20 Liberty Street.—The high standard of perfection which the art of steel plate engraving has attained during the last third of a century has, perhaps, no counterpart in any other distinct branch of the arts. The progress that has been made in this line has cultivated the taste of the public to such a degree, that only the highest grade of workmanship will pass their criticism. A progressive, popular and reliable house engaged in this special line of industry in the great city of New York, well worthy of more than passing mention, is that of The Ansel-Struck Engraving Company, which has won a high reputation for the superior excellence of its productions. This house was founded originally by the present proprietors in Harlem in 1880, and being thoroughly experienced and practical men in all branches of their art, they gave their attention to the enterprise and at once built up a very large patronage, that increased to such proportions that in order to meet its demands they were compelled to seek a more central location and better facilities and moved to their present address in 1894. The firm is prepared to execute everything in the line of fine steel and copper plate engraving, such as portraits, vignettes, bonds, certificates of stock, bank checks, drafts, and all kinds of bank note work, etc. The class of work done here is not excelled and rarely equalled in this city, while satisfaction is guaranteed and prices are placed at the lowest point of moderation. The premises occupied are very spacious and commodious, embracing three rooms, 25 x 75 feet each in dimensions, fully equipped with every facility and convenience, and employment is given a corps of skilled and experienced artists, while the trade extends throughout the United States. Messrs. Ansel and Struck are both natives of this city and energetic men who justly merit the large measure of success they have achieved.

THE LOVEJOY COMPANY, Electrotypers, Nos. 444 and 446 Pearl Street.—The business of electrotyping and stereotyping has grown, especially in recent years, to be an important adjunct of printing and publishing, and naturally finds its greatest development in New York, where the principal printing and publishing business of the country is centred. Among the multitude of electrotyping establishments in the metropolis that of The Lovejoy Company is conspicuous as being the largest and the oldest. They have recently introduced a new process for stereotyping, by which they produce hard metal plates which for many purposes are superior to electrotypes. These are called "Dalziel Types," the process being the invention of Mr. Harvey Dalziel of London. The house was established in 1853 by Lovejoy & Wheeler, who continued until 1861, when the firm of Lovejoy & Son succeeded. In 1868, the firm style became Lovejoy, Son & Co., which continued until incorporated under its present style, under the laws of New York. Mr. M. J. Creegan is president of the corporation and Mr. J. H. Ferguson is secretary and treasurer. The premises occupied comprise four commodious lofts, which

are equipped with all the latest improved machinery and have every facility for doing electrotyping of all descriptions. About sixty persons find employment in the various departments and a wide variety of work is turned out in the shortest possible time. The business connections of the company extend to all parts of the United States and to foreign countries, its customers including the leading printers, publishers and commercial houses, many of which have had all their work in electrotyping done at this establishment for many years. A specialty is made of fine work, and in the duplication of half-tones, wood and steel engravings the reputation of The Lovejoy Company is unsurpassed.

JOSEPH SCHAEFER, Church Goods, Religious Articles and Prayer Books, Publisher, Printer and Importer, No. 14 Barclay Street.—A noted headquarters for Catholic publications, church goods and religious articles is the establishment of Mr. Joseph Schaefer, which gentleman has had a large experience in this line. This business

Leo House for the pro-



tection of German
Catholic Emigrants,
No. 6 State Street.

was established in 1878, Messrs. Sullivan and Schaefer succeeding in 1882, and in 1884 Mr. Schaefer assumed sole control. He is a publisher and importer of Catholic books in English, German, and other languages; also religious articles and church goods, such as pictures, crucifixes, rosaries, etc., and disposes of the same both wholesale and retail. A leading specialty of this house is made of the "Kneipp Articles," of which Mr. Schaefer is one of the first and leading importers in the United States. These articles embrace Very Rev. Mgr. S. Kneipp's books, malt coffee in superior quality, health-giving food, linen for water-applications and underwear, linen socks and stockings, sandals, secretive oil and Kneipp's Remedies. In 1890, 15,000 patients flocked to Woerishofen, in Bavaria, to avail themselves of Kneipp's water treatment, and many thousands from far and near have asked his advice in writing. Kneipp's works have been translated into eleven languages, and his principal work, "My Watercure," has had an enormous sale. Many Americans have come long distances to investigate the goods imported by Mr. Schaefer, and thousands have been benefitted. Catalogues mailed on application. Mr. Schaefer is a native of Germany, who came here in his twenty-eighth year of age, and is still in the prime of life, enterprising and progressive in all his methods, and always reliable and responsible. Mr. Schaefer is also treasurer of the Leo House at No. 6 State Street, which is devoted to the protection of German Catholic emigrants, and accommodates eighty at one time. This house was founded in commemoration of the Golden Jubilee of the Holy Father Pope Leo XIII. He is also an honorary member of the Catholischer Gesellen Verein and the Palestrina Verein of New York.

E. J. HALL, Proprietor "Hall's Fac-simile Press" and Addressing and Mailing Agency, No. 10 Cedar Street.—Of those houses to whom the business community look for the reproduction of fac-simile copies of pen written and type-written letters, also for addressing, folding, enclosing and mailing envelopes, wrappers and postal cards to all parts of the United States and Canada, the establishment of E. J. Hall, at above address, should be given conspicuous mention. E. J. Hall is the proprietor of "Hall's Fac-Simile Press" (patented) for reproducing fac-simile copies of pen written and type-written letters. By this patented process a letter either in type-writing or autograph can be reproduced any number of times so like the original as to defy detection, and at a cost not much more than an ordinary printed circular. Names and addresses can also be filled in to match the body of the letter, either on type-written or autograph letters, thus making an exact personal letter in every detail. Large advertisers must readily acknowledge the value of a personal letter over that of a circular, and by this process they are given the means to choose the best medium for advertising ever devised. Moreover, this is the only establishment in America combining in one the stationer, printer and mailing agency; as it is prepared to supply, print and address envelopes, or wrappers; furnish either imitation letters or circulars of any kind; to fold, enclose, seal and stamp the same ready for mailing. The work in all departments has been brought to the highest stage of perfection by Mr. Hall, who inaugurated the enterprise here in 1879, and employment is given to as high as one hundred assistants at times, and the house leads in whatever it undertakes.

F. W. HOLMES, Manufacturer of Gold Pens, Gold, Silver and Rubber Pencil Cases, Tooth Picks, Glove Buttoners, Stylographic Pens, Pearl and Ivory Goods, Office, Salesroom and Factory, Nos. 95 and 97 Cliff Street, Cor. Frankfort.—All over the United States and extending to France and England the products of this house are known and appreciated. The business of which Mr. Holmes is now the proprietor was established in 1840, and for the past seven years has been under its present ownership. The premises now occupied are completely equipped with first-class steam-power machinery and employment is found for a force of skilled hands. Mr. Holmes manufactures gold pens, gold, silver and rubber pencil cases, tooth-picks, glove buttoners, stylographic pens, pearl and ivory goods of every description. These goods are made from the best selected materials, the workmanship is of the best, and they are absolutely unsurpassed for utility, durability and efficiency. Mr. Holmes, the proprietor of this successful enterprise, was born in England, but came to the United States twenty-seven years ago and has since become a useful and prosperous citizen.

THE STEPHEN T. SMITH COMPANY, Manufacturers of Ink, Inked Ribbons, Carbon, Manifold and Typewriter Linen Papers, No. 10 Park Place.—This company are the largest manufacturers in their line. They manufacture and deal in ink, ribbons, carbon, manifold and typewriter linen papers; also numerous specialties for stenographers, draughtsmen, reporters and others. The business was established in 1874, by Mr. Stephen T. Smith, and in 1888 it became the property of Mr. John R. Keatinge, who has continued the enterprise under the present name and style, and has succeeded in establishing a large and far-reaching patronage, extending all over the United States. His products have attracted the notice of expert buyers everywhere by their superiority and uniform excellence of quality. His typewriter ribbons are made of various kinds to suit each make of standard machines; his carbon papers are in several different colors, made both semi and full, and in all sizes in general use, being warranted not to smut or blur, and are acknowledged to be the best on the market; while his supplies embrace everything required by typewriters except the machine itself. The exhibit of typewriter supplies was awarded a diploma at the World's Columbian Exposition. One of the specialties of this house is Greble's patent common-sense note-book cover and transcribing rest combined, for stenographers, draughtsmen, reporters. Mr. Keatinge is a well-known New Yorker, and from his courtesy, promptness, and strict sense of honor has gained the warmest regard of all those who know him.

T. P. FORD, Printer and Paper Tube Manufacturer, Nos. 95 and 97 Liberty Street.—For over a quarter of a century the gentleman whose name heads this sketch has been established in business. He was formerly located at No. 65 Liberty Street for fourteen years, and removed to the present quarters in 1882. He is general mercantile printer, stationer, and publisher, and has a very large patronage. He has first-class facilities, and turns out fine work. Mr. Ford learned his business in Newburgh, N. Y., and is a thoroughly practical man and was foreman of the Newburgh Journal composing-room when only nineteen years of age. He served in the late war, and is a member of the G. A. R. He came to this city in 1867, and started in business in 1869. He occupies two 50 x 100-foot floors at the above address, and has in service three cylinder presses, three jobbers, and a superior outfit of type, etc., together with full steam power. All conveniences are provided and seventeen to twenty hands are employed here. Mr. Ford is manufacturer of Mailing Tubes, and Ford's Patent Improved Surface Condenser Paper Packings. He does all classes of printing, plain and colored, and gives particular attention to fine commercial work. Illustrated catalogues, pamphlets, circulars, etc., are printed in the highest style of the art, at reasonable rates, and satisfaction is assured. Estimates are furnished, and all orders are executed in the most expeditious manner.

RULAND & HILL, Office Supplies, Stationery, Type-writers' Supplies, Etc., Room No. 216 Havemeyer Building, Church, Cortlandt and Dey Streets.—Prominent among the numerous houses in this city actively engaged in the sale of stationery supplies for offices, type writers' supplies and carbon paper, is the firm of Ruland & Hill, whose business was established by Ruland & Tucker in 1892, the present proprietors succeeding to the control in 1894. This firm are the special agents in New York, New Jersey and Connecticut for the sale of Webster's Non-Type-Filling Ribbons, which are considered to be the best now on the market, wherever they have been introduced. They are warranted not to clog or gum the type, and to give good and clean copies. They do not smut or blur, and give neat appearing work. They also guarantee 50,000 impressions by any one type without it becoming filled or clogged and that the ribbon will wear longer and give better satisfaction than any other without drying out. They have on hand all colors for all machines, and promise to refund the money if not satisfactory. These ribbons are sold at the astonishingly low price, (considering the superiority of the goods) of \$1.00 per single ribbon or \$9.00 per dozen. The firm also sell the Japanese Tissue letter copy book. They also keep constantly on hand a full supply of office stationery. The trade of the house, which is both wholesale and retail, is large and steadily increasing. Messrs. A. L. Ruland and A. K. Hill, the copartners, are enterprising and able young business men, and just in all transactions. Mr. Ruland is a native of Brooklyn while Mr. Hill is a native of New York city. They are also doing engraving and printing for business purposes.

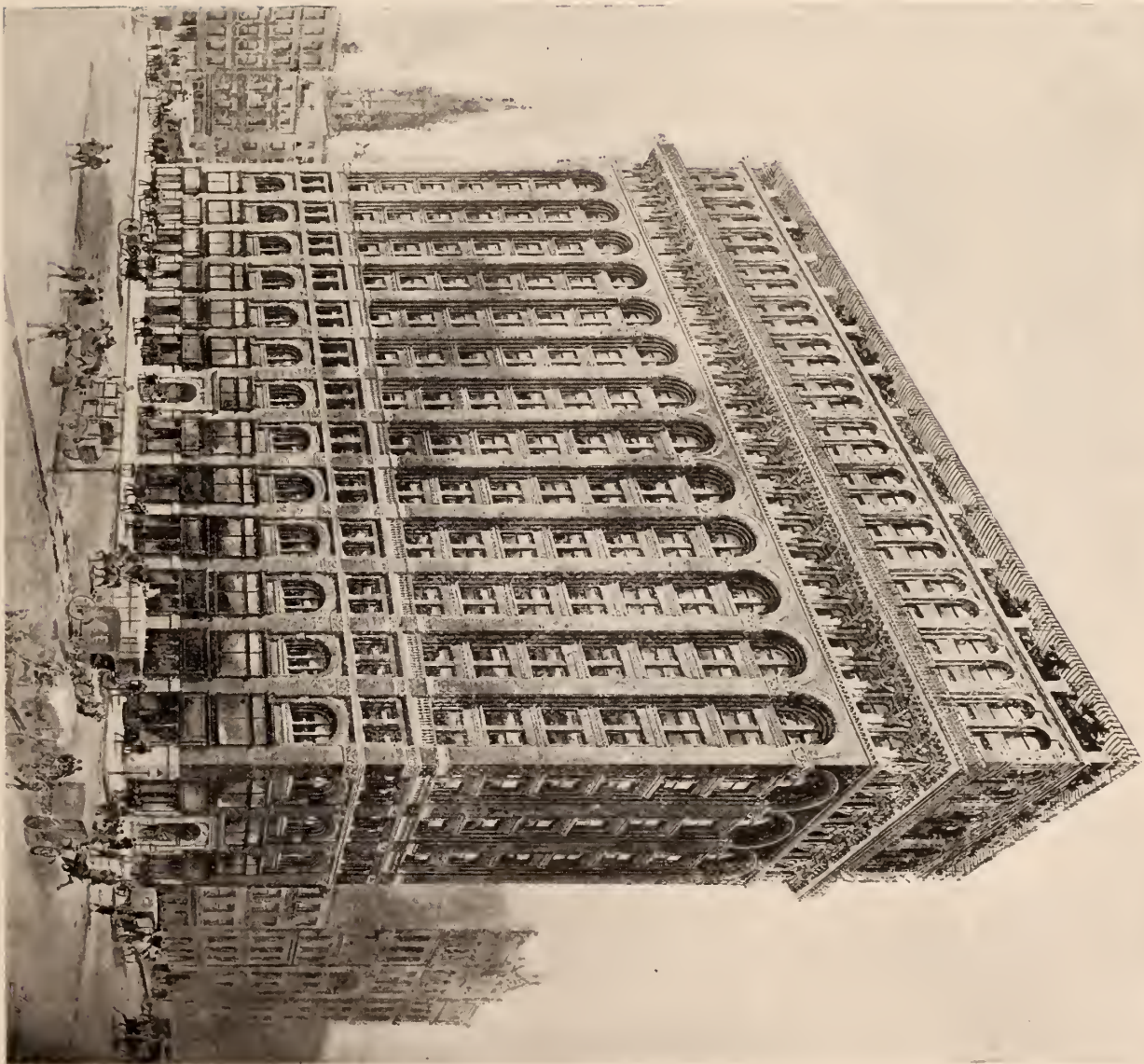
C. H. CLAYTON & CO., Manufacturing Stationers, Nos. 157 and 159 Pearl Street.—One of the old and honored business houses of the metropolis is that of Messrs. C. H. Clayton & Co., the well-known manufacturing stationers. This house dates its inception back to 1817, when it was founded by E. B. Clayton. Some years later the firm of E. B. Clayton & Sons was organized, and in 1858 the firm became E. B. Clayton's Sons, who gave place in 1869 to C. H. Clayton & Co. In 1889 Mr. C. H. Clayton died, after a lengthy and honorably successful career, and the business has since been continued by Mr. Clarence H. Clayton, a son of the late C. H. Clayton, in company with Mr. Chas. E. Bogert. These gentlemen have built, upon the solid foundation of an honorable record in the past, one of the most popular and liberally patronized stationery establishments in the city. They occupy thoroughly spacious quarters and carry full and choice lines of blank books and stationery, making a leading specialty of sets of books and supplies for banks, insurance and other corporations, to whom permanency and durability are of such vital importance, both as regards quality of paper used, ruling, lettering, numbering and binding. The firm unite great experience to sound judgment and excellent taste, and bankers, insurance men, public officials, merchants and others can here rely upon securing reliable supplies at prices which are rarely, if ever, duplicated elsewhere. Standard diaries,

copying dampeners, Clayton's canceling machine, and financial and commercial table books are among the specialties carried in stock, and the business is brisk and lively at both wholesale and retail, requiring the constant services of a dozen skilled assistants. The proprietors are native New Yorkers, and have here achieved an honorable success and developed a trade which is of a character every way creditable to their business reputation.

D. W. LAPHAM & CO., Manufacturers of Lapham's Rival Fountain Pen, Fulton Building, No. 130 Fulton Street. —Like all other useful and ingenious devices, many innovations have been made in the fountain pen since its first appearance for practical purposes. What with invention, improvement and sustained effort, a degree of excellence closely akin to the desideratum has been attained in the article referred to. This is true in an especial manner of Lapham's Rival Fountain Pen, of which D. W. Lapham & Co. are manufacturers. It is a triumph in its way, and is in extensive and growing use. It was patented January 24, 1888, and has been on the market altogether about eight years. The distinctive feature of "Lapham's Rival" is the slotted feed-piece, which is constructed with a series of slots or openings from the rear end, one of which extends over the top of the pen, and all of which form capillary spaces, which serve to hold the ink in immediate contact with the pen, and prevent a too rapid flow to the point. This operates to overcome one of the most serious objections to the use of fountain pens, namely the liability to "drop ink" or "overflow," especially when the holder is nearly empty. It has rapidly grown in favor since its introduction in 1886, and thousands of voluntary testimonials indicate its general popularity. By its merits it has reached the foremost place among fountain pens. The holder is of vulcanized rubber and only the best quality of diamond-pointed gold pens are used in its construction. It is simple and easily managed, infringes on no pen patent, and every pen is unconditionally warranted. These pens are made in various sizes and styles, and are sold at the lowest prices consistent with quality of material and character of workmanship. D. W. Lapham & Co. are also manufacturers of Safety Pencil Pockets, which are neat, cheap and serviceable. These useful and pretty novelties perfectly secure the pen or pencil, so that it cannot fall out when stooping and they can be easily attached to any part of the clothing. The firm is prepared to supply the trade on the most advantageous terms, and all orders are promptly attended to.



✱ NEW YORK, 1894, ✱



HAVEMEYER BUILDING, CORTLANDT, CHURCH AND DEY STREETS.

BUCKLEY & WOOD, Binding, Mailing, Nos. 220 and 222 William Street.—A house whose trading title would be found high up on the list of those engaged in binding and mailing periodicals, pamphlets and newspapers in this city, were such a list made with

the names arranged according to merit, stability and extent of operations, is that conducted by Messrs. Buckley & Wood. This firm established their business here in 1885, and have quickly secured a commanding position in their industry. They have not been content to merely keep abreast of the times and the trade, but have pushed their way ahead of all competition in their determination to excel. The premises occupied are thoroughly spacious in size, and are provided with all the latest machinery and devices designed to make skilled

labor most effective, so that the force of sixty hands is to all intents and purposes many times multiplied. In scope the business is all-embracing, everything proper to this line being undertaken and accomplished in a manner that does full credit to present-day styles of work. The firm



*Yours truly
Albion C. Buckley*

handle many of the principal publications in New York, mailing them direct from the bindery for the publishers, and paying the postage thereon. They have won the confidence of the best publishing houses in New York, and now bind over fifty million copies per annum, and pay out \$15,000 for postage. The fullest extent of artistic possibility characterizes all their work, and its well-tested merits and marked appreciation by a critical patronage forms their best possible recommendation, their only needed endorsement. The co-partners, Messrs. A. A. Buckley and E. C. Wood, take an active personal interest in the conduct of the business, and both are experts of twenty years' experience therein. Mr. Buckley is a native of Maine, who came to New York in 1864. He is a member of the Knights of Honor, the Royal Arcanum, and other leading societies, and has a fine residence at Summit, N. J. Mr. Wood is a New Yorker by birth, and served in the United States navy during the war. He is a prominent member of the F. and A. M., the Red Men, the K. of H., the American Legion of Honor, the National Provident Union, the Home Circle, the Knickerbocker Yacht Club, the Greenpoint Rod and Gun Club, and other organizations, being supreme representative of the Grand Lodge of New York in the Supreme Lodge of K. of H., a past master mason and Knight Templar, treasurer of the American Sick Benefit and Accident Association—a growing insurance company—and interested in various enterprises.

CHARLES H. LUDWIG, Book and Job Printer, Nos. 10 and 12 Reade Street.—One of the oldest established and most reliable houses in the book and job printing industry in New York is that of Mr. Charles H. Ludwig. The foundation of its business was laid as long ago as 1827, by Mr. Henry Ludwig, father of the present proprietor, the latter being admitted as a partner in 1873. During the three-quarters of a century that the house has been in existence it has filled an important position in the trade of this city. The founder died in 1877, after a long, useful and honorable career, and Mr. Charles H. Ludwig became sole proprietor. Mr. Ludwig is a thoroughly qualified and expert printer, who possesses an intimate knowledge of the requirements of the most exacting patrons. He has completely refitted and refurnished the establishment, which is now one of the best equipped job printing offices in the country. His premises occupy a floor having dimensions of 42 x 70 feet. Ample steam power is provided, and only skilled hands are employed. The range of work includes all kinds of book, job, commercial and catalogue printing, etc. Mr. Ludwig solicits first-class work, promptly furnishes estimates, and enters into contracts of any magnitude. All work is of the best quality, and is produced at extremely low prices, guaranteed in every instance. Mr. Ludwig is a thoroughly able and energetic business man, a native of this city, and resides in Mt. Vernon. He stands high in the Masonic Order and is a member of Farnsworth Post, of the G. A. R., having served from 1861 to 1863 in the ranks of the 10th New York Infantry.

THE BAILEY MANUFACTURING COMPANY, Manufacturers of Copying Specialties, Room 292, Stewart Building, No. 280 Broadway.—One of the best known houses engaged in the manufacture of copying specialties is The Bailey Manufacturing Company, makers of various copying devices under the patents granted their inventor, Mr. Leonard Bailey, of which their leading specialty is Bailey's Improved Copying Book, which has been in use three years. This company was incorporated under the laws of Connecticut in 1885, and makes the largest, most complete and best line of office specialties for copying purposes of any concern in the world, and guarantees every article to be as represented. Their trade extends throughout the United States, Central and South America and England, and is annually increasing. Among the many specialties produced by this house are the following widely celebrated and extensively used articles: improved copying books, letter copying machines and presses, moistening appliances, perfected copying pads and copying press stands. In addition to his patents relating to copying machines, etc., Mr. Bailey has invented and makes a number of other useful articles, the best known of which are "Bailey's new spring wire brush," for horses, Bailey's Patent Flush T Bevel and Bailey's Patent Pocket screw-driver. The Bailey Manufacturing Company sells direct to the consumer and likewise supplies the retail dealers throughout the country. The plant of the company comprises one of the best equipped and most thoroughly appointed factories in New England and is located at Wethersfield, Conn., from whence the goods for the trade outside of New York city are shipped. The individual members of the company are Leonard Bailey, president; C. F. Robinson, secretary, and A. E. Flynn, treasurer. Mr. Bailey is the manager of the business and is located in this city most of the time.

JOHN FOLEY, JR., Manufacturer of Gold Pens, Holders, Pencils and Novelties, No. 2 Astor House, Broadway.—The nineteenth century is certainly one of progress in every field of toil, both mental and manual, and it is gratifying to record the fact that during its existence the office workers, the business man at his desk, and his staff of assistants, also all kinds of professionals have received the benefit of many ingenious and labor-saving devices to lighten their labors, such as are manufactured by Mr. John Foley, Jr. This gentleman is a native of this city and was brought up in this business. He inaugurated this enterprise in 1886 at this address and has developed an influential trade, both wholesale and retail, that extends to all parts of the United States and adjacent countries. This establishment is especially prominent in the manufacture of gold pens, holders, pencils, novelties in counting-room and office specialties, for bankers, lawyers, merchants, doctors, the clergy, brokers, book-keepers, newspaper men and other brain-working professionals. He makes an almost endless variety of gold pens, and the most exacting will find here pens that will suit their hand, from the finest pointed lady's pen to the large broad stub or the Falcon pen for handworkers, while many of

his production will fit his improved double feed fountain holders. The premises utilized are amply spacious and commodious, and a full and complete assortment is kept constantly on hand, while a large staff of experienced workmen is employed. The stock carried embraces the very finest and best makes of his pens, also fountain pens, pocket and desk pen-holders, telescope pencils, in fact, everything in the line of stationery novelties.

DANIEL SLOTE & CO., School Supplies and Stationery, Publishers and Blank Book Manufacturers, Nos. 119 and 121 William Street.—An odd half century of continued prosperity sums up, in brief, the history of the well-known house of Daniel Slote & Co., school supplies and stationery, publishers and blank book manufacturers. It is one of the oldest and largest concerns of the kind in the city, and was established in 1845 by Daniel Slote, who conducted business up to 1878, as head of the firm of Slote, Woodman & Co. They make a specialty of school supplies, and carry an extensive and varied assortment in the educational department. Their trade extends all over the United States, and they also export quite largely through jobbers. Their series of school records and reports is acknowledged to be the most complete and practical published, as is evinced by the fact of their having been for years exclusively adopted for use in the public schools of New York city and Brooklyn. Nearly all are copyrighted, and any of them may be used by school teachers in any section of the country. They furnish black boards, crayons, erasers, charts, maps, etc., and, in fact, everything for the school room, having been furnishers of school supplies to the boards of education of New York, Brooklyn, Jersey City and other places during the past thirty years, and are in a position to make prices more reasonable than can be obtained elsewhere. The educational supply list, for public, private, kindergarten, normal and manual training schools, academies, colleges, seminaries, universities and all leading educational institutions, is of a most comprehensive character, and includes a great variety of school specialties and sundries. Among the miscellaneous articles are drawing models and solids, Edison's mimeographs and supplies, kindergarten material, manual training supplies, etc. Another notable specialty of the house is Mark Twain's perforated, interleaved scrap book. It saves sticky fingers and ruffled pictures or scraps, and is a capital invention. The premises occupied by this firm comprise six floors and basement, each 40 x 120, with superior facilities for manufacturing, etc. The establishment is perfectly equipped, and seventy-five to one hundred people are employed here. An exceedingly large and complete stock is always kept on hand, and the firm can furnish everything used in the school room. Estimates on school blanks and supplies will be cheerfully furnished, and special prices will be given on yearly contracts to school boards and colleges. This well and favorably known firm is prepared to supply schools and all other educational institutions on the most advantageous terms, and orders receive prompt and personal attention. Postoffice box 21, telephone "317 Cortlandt."

JOSEPH P. FELT & CO., Electrotypers, No. 25 Rose Street.—A prosperous and reliable establishment, maintaining a high reputation for first-class work, is that of Messrs. Joseph P. Felt & Co., which was founded originally in 1878 by the senior member of the firm, who, possessing a thorough knowledge of the business acquired by years of practical experience, and devoting his entire attention to the wants of his patrons, soon developed a very large and influential trade, now reaching to all parts of the Union and the Dominion of Canada, and continually increasing. In 1884 his brother, Albert T., was admitted as a partner under the present firm-name. The premises utilized are very spacious and commodious and include five entire floors and basement, each measuring 24 x 80 feet. They are fully equipped with steam power, baths, and all the very latest tools, machinery and appliances for turning out fine artistic work, and steady employment is furnished a full force of skilled and experienced workmen. The firm is prepared to execute all orders in the line of stereotyping or electrotyping, turning out plates of any required size. Particular attention is given to blocking on wood or solid metal bodies, making stock cuts, mortising blocks, etc., while a specialty is the preparation of metal plates to order for engravers. The work is all done under the immediate supervision of the proprietors and is unexcelled in clearness, finish and workmanship. The business department is neatly appointed and all orders are promptly filled at the shortest notice, while the prices are always reasonable. Estimates for book and other work are furnished when requested. Both members of the firm are young men and natives of New Hampshire. The senior partner resides here while his brother lives in Newark, N. J. They are enterprising, reliable and industrious, and justly merit the success they have won.

PECKHAM, LITTLE & CO., Stationery and School Supplies, Publishers, and Manufacturers of Blank Books, No. 56 Reade Street.—This firm are publishers, manufacturers and wholesale stationers, and make a specialty of supplying the wants of school boards throughout all parts of the United States. They established their business here on February 1, 1888, the partners having been for fourteen years previous with Potter, Ainsworth & Co., publishers of school books, and knowing well the needs of schools and school boards in this direction of trade, anything needed in the line of school and college text-books is promptly supplied. Among other specialties are school maps, slate blackboards, school clocks and school furniture; the Edison Mimeograph, Murray Hill pads, Gem spelling blanks, writing books, composition books, note books, drawing books, drawing paper, artist drawing blocks, book-keeping blanks, linen writing tablets, typewriting papers, school globes, slates, inks, and everything used in a school; also, the Physician's Complete Account Book. Special estimates are furnished school boards and

colleges, and printing and engraving of all kinds is executed at short notice. Price lists sent on application, and correspondence solicited. The members of this firm are Messrs. G. E. Peekham and H. T. Little. Both are highly educated, and thoroughly appreciate the importance and far-reaching influence of the business in which they are engaged.

C. W. LOVELL, Bookbinder, Scott & Bowne Building, Nos. 409-415 Pearl Street.—In every branch of business, both in the mechanical and commercial world, the hand of genius is constantly developing new plans and ideas. It is important, however, that every step taken towards a new departure shall be with a view to the greatest economy of time, usefulness, convenience and efficiency. The great improvements that have been made in the bookbinding industry, and adopted by the trade, furnish evidence that they have been well tested and come fully up to the standard of economy, durability and efficiency claimed for them. Engaged in this line in the great metropolis are many of its most enterprising and industrious citizens, who have invested a large amount of capital and give employment to a small army of employees. Prominent among the number is the progressive and firmly established concern of Mr. C. W. Lovell, which is well worthy of more than passing consideration, in consequence of its superior productions and reliable business methods. Mr. Lovell is a Canadian by birth and has been a resident of Brooklyn for a number of years. He acquired a thorough knowledge of this trade in all its branches by years of practical experience, and inaugurated this enterprise on his own responsibility in 1882, and at once built up a very large and influential trade throughout this and surrounding cities that is annually increasing in volume and importance. He occupies two spacious and commodious floors, each 85 x 125 feet in measurement, that are thoroughly equipped with the latest improved special machinery, tools and appliances, driven by steam power, and steady employment is furnished a force of one hundred and fifty skilled and experienced operatives, while the business department is provided with every facility and convenience for the successful prosecution of the trade. The range of products embraces all kinds of book, pamphlet and edition binding, cloth binding being a specialty, also pamphlet and other kindred work, while a specialty is made of binding without sewing or wiring. The latter process is an invention of Mr. Lovell, for which he has received letters patent, and it is used in the binding of railroad guides, the Knickerbocker railroad guide and other similar periodicals, and is conceded to be one of the most simple and useful inventions of the age. Estimates are furnished when desired, and contracts of any size are entered into and executed promptly, satisfactorily and at the very lowest prices. Mr. Lovell is a young man, honorable and reliable, and justly merits the success he has achieved by his energy and perseverance.

GIBB BROS. & MORAN, Printers, Nos. 45-51 Rose Street.—Among the innumerable industrial establishments which have, in their line, achieved a reputation extending throughout the entire country, one of the most noted is the printing house of Messrs. Gibb Bros. & Moran. The foundation of the business dates from 1885, when it was inaugurated by Messrs. Gibb Brothers, with whom Mr. Moran became associated as a partner in 1889. Shortly afterwards—in 1892—the business was incorporated under the laws of New York, and as such it has since been carried on. The members of the firm are all young and active men, and practical and experienced printers, who devote their whole time and attention to the management of the business. The premises utilized consist of two floors, each being 80 x 100 feet in dimensions, which are perfectly adapted for the purposes of the business. The mechanical and art departments are splendidly equipped with modern machinery and appliances, including sixteen presses of the latest improved make and pattern, which are driven by steam. Seventy men are employed in the several departments, and altogether this is one of the best equipped printing houses in New York. The range of work executed includes all kinds of composition, electrotyping and press-work, and a special feature is made of book work. The firm is a recognized leader of the printing trade in the United States. All the members of the firm were born in this city. This firm also publishes "Gibb's Travelers' Route and Reference Book of the United States and Canada," the only work of its kind in existence.

BOYD'S ADDRESSING, MAILING, DELIVERY AGENCY, E. J. Williams, Manager, No. 16 Beckman Street.—A review of New York's noteworthy business concerns would scarcely be complete without more than passing mention of Boyd's Addressing, Mailing, Delivery Agency. It is an institution that has long filled an important niche in the industrial and commercial activity of the metropolis, and is the oldest and largest establishment of its kind in the city—in the whole United States, in fact—and as widely and favorably known. It has been in existence over half a century, and has an extensive patronage. It does addressing, mailing and delivering for many leading business houses, and numbers in its clientage some of the biggest advertisers in the country. This flourishing agency was established in 1844 by John T. Boyd, whose office adjoined that of John Hoey, of Adams Express, which was started about the same time. Mr. Boyd at first issued stamps himself, and continued to do so, until the United States government interfered. He died in 1884, when Mr. Williams assumed control, and under his efficient management the business has since been continued with uninterrupted success. The premises occupied are spacious, commodious and well equipped in the various departments, and employment is given to upward of one hundred hands. The facilities here are of a very superior character, and first-class

service is assured. The agency does addressing of envelopes, wrappers, etc., to lists of all trades and professions in the United States; printers, stationers, bankers, physicians, publishers, lawyers, clergymen, etc., and attends to the delivery of addressed or unaddressed circulars, catalogues, price lists, reports, samples, magazines, programs, club notices, opening notices, removal notices, theatrical notices, and printed matter generally. Wrapping, folding, inclosing and mailing of all kinds of advertising matter, magazines, catalogues, etc., are done in the most expeditious and reliable manner, and particular attention is given to compiling of special lists in any locality of any social standing desired. The charge for all classes of service are reasonable, and satisfaction is guaranteed. This concern has a list of 20,000 responsible New York business houses, of great value to advertisers, and can furnish useful information pertaining to commercial and financial interests. Sample of matter to be delivered should accompany application for estimates.

CHAS. F. BLOOM, Printer, Nos. 137 to 141 William Street.—Though an old-time printer Mr. Bloom has ever kept himself in line with the ever-increasing novelties in the art typographical, and his establishment is to-day on a par with the most modern and best equipped printing houses in the metropolis. For thirty-five years he has been in business on his own account, having organized his present establishment in the year 1860, and during the whole of this period he has been recognized as one of the leading artistic printers in the city, being a thorough master of his craft. Fine, clean, quick work and moderate charges have been the leading features of the management of his business, and as a consequence he has always commanded a patronage at once extensive and first-class. His establishment is amply commodious, comprising, as it does, five floors, each with an area of 25 x 75 feet. Here everything novel and tasty in types is provided, and there is an amplitude of steam-driven presses and other equipments to meet all the demands for every description of printing, from a small business card to a handsomely illustrated volume. Among the mechanical equipments are seven Hoe cylinder presses, a number of Gordon presses, paper cutters, and a 15-horse power boiler and engine. From forty-five to fifty expert hands are employed in the various departments of the business permanently, and a much larger staff in specially busy seasons. Lithographing, engraving and the manufacture of blank books form prominent features in this establishment in addition to the leading one of general commercial printing. Special attention is given to fine catalogue work, pamphlets, circulars, price lists, programmes, and the output of newspapers, books, etc. Mr. Bloom is a native and life-long resident of New York, a member of several prominent societies, and a printer of unmistakable ability.

FREDERICK MYERS, Manufacturing Stationer, Printer and Lithographer, No. 155 West Broadway, near Canal Street.—This gentleman is a young man and a native of the West Indies, but has been a resident of this city since boyhood, and has acquired a thorough and practical knowledge, ripened by years of experience. He founded this concern on his own account in 1873, and at once built up a patronage which extends throughout the United States. The premises occupied are amply spacious and commodious, admirably arranged and equipped for working and business purposes, embracing an entire floor, 25 x 90 feet in dimensions. The printing and manufacturing departments are well ordered and are supplied with the latest improved machinery and accessories, and employment is given to none but first-class hands. The output comprises everything in the line of fine lithographing and printing of all kinds from the largest placard to the small visiting cards, catalogues, circulars, note and letter heads, etc., also blank books for banks, commercial houses, corporations, cities, towns, counties and states are made to order in the best style of workmanship. A specialty is the manufacture of Myers' carmine ink for counting-room purposes, while in the store will be found a complete line of office stationery. Mr. Myers is active and energetic, prompt in all his dealings, and a member of the Masonic fraternity.

N. PONCE DE LEON, Publisher and Bookseller, Nos. 40-42 Broadway.—An old established, prosperous and reliable house, well worthy of more than passing mention, is that of Mr. N. Ponce De Leon, which has always maintained a high reputation in consequence of its high-class productions. Mr. De Leon was born in Cuba and has been a resident of this city for twenty-six years, and inaugurated this enterprise on his own account originally in 1870 at Union Square, where he soon developed a large patronage, both wholesale and retail, which now extends to all parts of the United States, West Indies, Mexico and Spanish America. The premises utilized are spacious and convenient for the transaction of business. The stock is full and complete and embraces everything in the line of Spanish literature, productions of the greatest ancient and modern writers in all languages translated in full in the Spanish language. These works embrace history, science, mechanical arts, poetry, fiction, etc. A specialty is books for learning languages, educational books, works on Spanish-America, including the Technological Dictionary; Spanish into English and English into Spanish, and the new work entitled the Columbus Gallery. These books are bound in various styles to suit the tastes of all patrons and are offered at the very lowest prices. A full descriptive catalogue is furnished on application, and all orders receive prompt attention and goods are carefully packed for shipment. He is also the authorized agent for *Las Tres Americas*, a monthly periodical published in the Spanish language and edited by Gen. N. Bolet Peraza, one of the

most erudite scholars of Spanish literature. Mr. Ponce De Leon is a gentleman of superior literary attainments and highly cultured.

THEODORE R. LOCKWOOD, Printer, Mercantile Stationer and Lithographer, No. 74 Pine Street.—Mr. Theodore R. Lockwood, printer, mercantile stationer and lithographer, has always maintained a most enviable reputation for high-class productions in this line. Possessing a thoroughly practical knowledge of this business in all its branches, he inaugurated this establishment on his own account in 1877, and by devoting his entire energies and practical experience to the business, he soon developed a very liberal and substantial patronage, that is constantly increasing, extending as it does throughout this entire section. The premises utilized are commodious and fully equipped with every convenience for the successful transaction of business. The stock handled embraces everything in the line of fine and medium grades of stationery, including envelopes of every description, fine and medium grades of flat papers for counting-room purposes, pads of all sizes, inks, pens and pencils of every grade and description, ink wells, desk calendars, etc. A specialty is made of fine blank books for banks, insurance companies, stock brokers, railroad corporations; also for states, counties, cities and towns. None but first-class work is permitted to leave the establishment, while the printing, lithographing and engraving work is of the highest merit. Estimates for all kinds of corporation work, including bank checks, drafts, stock certificates, bonds, etc., are furnished upon application. Mr. Lockwood is a native of this State, in the prime of life, a charter member of Emerson Council, A. L. of H., and an active, energetic and industrious business man.

SCHAEFER & EBLE, Bookbinders, No. 24 Beekman Street.—This house was originally founded some thirty years ago by Louis Hirt, to whom Mr. Bernard J. Schaefer succeeded in 1884, and in 1890, when Mr. Albert Eble was admitted to partnership, the present firm-name was adopted. Both co-partners were born in Germany, from whence Mr. Eble came to this country twenty-five years ago and Mr. Schaefer fifteen years ago. They hold membership in a number of fraternal societies, and are held in high esteem by all their patrons and friends. The premises occupied for business uses comprise a floor, 25 x 75 feet in dimensions, fitted up with all the latest and most improved machinery, and employment is given a force of experienced hands. Bookbinding and blank book manufacturing are given careful attention in all their branches, pamphlets are bound at short notice, and both entire edition or single book work are executed alike in the most finished style. In concluding we will say that the reputation achieved by the work of this house is its best recommendation, and we would call the attention of publishers, libraries and the public, to this enterprising book-binding concern.

L. H. BIGLOW & CO., Stationers, Blank Book Makers, Printers and Lithographers, No. 62 Broad Street.—An old and well-known New York stationery and printing house is that of L. H. Biglow & Co., which has been in existence for over forty years, and has a very large local patronage. It has a considerable out-of-town trade, too, and also exports goods to South America. This business was established in 1854 by the present senior partner, and some years later the firm-name became L. H. Biglow & Co. They are stationers, blank-book makers, printers and lithographers, and manufacture various specialties. All departments are well equipped, and their facilities are first-class. The printing office is at No. 124 Pearl Street, and is commodious and convenient. It is provided with electric power, latest improved presses, and a fine outfit of type, and a number hands are employed there. The store, which is 20 x 110 feet in dimensions, is neatly fitted up and well ordered. There is quite a large staff here also, and the proprietors exercise immediate supervision over the establishment. An extensive and first-class stock is carried, and includes offices supplies, ledgers, account books of every description, writing tablets, sundries in great variety, and full lines of mercantile stationery. Merchants, bankers and business men generally are supplied at moderate prices, and all orders receive prompt attention. Type writing supplies, book and job printing is done in the best style of the art, on short notice, and at very reasonable rates. Fine commercial work is a specialty and particular attention is given to illustrated catalogues. Blank books are made to order in the most expeditious manner and lithographing is promptly attended to. The firm is composed of L. Horatio Biglow, Henry E. Wheeler and Lucius H. Biglow, Jr. Mr. Biglow, the elder, is a director of the Merchants' Exchange Bank, and a solid citizen.

ETTENBOROUGH & SHERER, Blank Book Manufacturers, and Steam Paper Rulers, Nos. 10-12 Reade Street, near Elm.—These gentlemen, Messrs. J. J. Ettenborough and John H. Sherer, founded this flourishing concern in 1880, and have since built up a large and widespread trade, their business connections extending to all parts of the United States. The premises utilized by them consist of a floor having dimensions of 42 x 70 feet. These are equipped in thorough manner with ample steam power, machinery and all tools and appliances, including cutting and folding machines, gumming, ruling, perforating and numbering machines, stitchers, etc., all of the finest make and pattern. Some twenty experienced hands are employed in the various departments, and the output is heavy. A specialty is made of the manufacture of blank books of all sizes and in all styles and for all business purposes. The facilities for executing orders are excellent, while charges are always fair and moderate. Mr. Ettenborough was born in New Jersey, and resides in New York city. Mr. Sherer is a native of this State, and a resident of Connecticut. He is a member of the A. O. F., and of the A. O. U. W.

S. ZICKEL, Publisher, Bookseller and Importer, No. 129 Duane Street.—New York has always been eminent in the publishing and book selling trade, in which she keeps supplied all sections of the Union, Canada and several foreign countries. New York has indeed, for over a century, been the literary market for America, and in no other city in the world, have publishers done so much to further and promote the cause of popular education, by issuing from their presses the best works extant, at prices which place them within the reach of the poorest. An old established and reliable house of this kind, which has been in successful existence for over thirty years, is that of Mr. S. Zickel, publisher, bookseller, stationer, and importer. Mr. Zickel was born in Germany, and came to this city in 1857, and founded this business the following year. From the beginning he built up a flourishing trade, and his business operations to-day cover every state and territory in the Union. He occupies the second, third and fourth floors of a five-story building, ample in dimensions, and here he carries an immense and carefully selected stock of books, blank books, pens, inks, etc. He is an extensive importer of the productions of the leading presses of Germany, making a specialty of those from that country, standard works in all lines of thought, periodicals, magazines and cheap literature. He also publishes text books and others, as well as two semi-monthly magazines, the "Novellen Schatz," and the "Familien Blätter," which have a wide circulation.

RICHARD EVANS, Manufacturer of Blank Books and Paper Ruler, No. 69 John Street.—A representative house in New York actively engaged in the manufacture of blank books and in paper ruling for the trade is that of Mr. Richard Evans, which was inaugurated in 1874, on Maiden Lane, and was removed to the present location in 1889. The premises occupied comprise two floors, 25 x 75 feet in dimensions, fully supplied with the latest modern machinery for the execution of the work. Twenty-five experienced workmen are employed and all orders are promptly filled at reasonable prices, the trade extending throughout New York State and the East. A specialty is made of all kinds of blank books, such as journals, ledgers, day and invoice books, etc., while Mr. Evans also furnishes promptly to order, letter, note and bill paper, checks, drafts, receipts, bonds, certificates of stock, lithographic circulars and cards in the highest style of art at extremely low prices. The blank books manufactured by Mr. Evans are unrivalled for quality, finish and excellence, and are extensively used by insurance companies, banks, bankers, etc. all over the Eastern States. Mr. Richard Evans is a native of New York city, and a member of the New York Exempt and Veteran Firemen's Association; was trustee of the Widows' and Orphans' Benevolent Fund for a number of years, and is a prominent member of the F. and A. M. and Jackson Fishing Club, Highlands of Navesink, N. J.

J. Y. JOHNSTON & CO., Manufacturing Law Stationers, No. 23 Murray Street.—A representative and widely known New York law stationery firm is that of J. Y. Johnston & Co., at the above address, running through to No. 27 Warren Street, Post-office Box No. 2822. The house is one of the most prominent and best equipped in its line in the city, and maintains a reputation second to none. Its business is very large, and the patronage of the concern extends throughout the United States. J. Y. Johnston & Co. have been established since 1878, and have been highly prosperous from the first, their trade steadily increasing. They are manufacturing law stationers, printers, lithographers and engravers, and turn out very fine work. They have splendid facilities, and can execute orders for printing, etc. on shortest notice. They occupy commodious premises, and the various departments are well equipped. The printing office, etc. are at No. 67 Warren Street, and all the latest improved machinery is provided, together with electric power. The firm has in service two large printing presses, two plate printing presses, ten embossing machines, a card cutter, and all needed appliances, and employs a large force. Messrs. Johnston & Co. make a specialty of law and municipal printing, and do work for most of the courts, and cities and towns of New York State. They also do fine commercial and bank printing; and lithographing and engraving are done by them in the most artistic manner. Estimates are furnished on all classes of work in the lines noted, and the utmost satisfaction is assured. A very large and fine stock of law stationery is carried by this firm, and all orders are promptly and carefully attended to. Mr. Samuel Smith, who has been sole proprietor for the past two years, is a native of this city, and is a man of thorough experience, and active and energetic. Their specialty in stationery is embossing from steel dies, the finest class of work extant.

LOUIS E. NEUMAN & CO., General Lithographers, Northwest Corner Pearl and Elm Streets.—The high degree of perfection to which the process of lithographing has been developed within recent years has perhaps no counterpart in any distinct branch of art or industry. With the discovery of certain lines in the domain of chemistry, and invention and improvement in mechanical applications, the progress made in this art and engraving is nothing less than marvelous, and is well worthy the attention of all who are interested in the development of the fine arts. Among the leading, most prominent and progressive houses in the great metropolis, deserving of more than casual mention in consequence of the high reputation it has achieved and maintains for first-class work and reliable business methods, is that of Messrs. Louis E. Neuman & Co. The individual members of the firm are Messrs. Louis E. Neuman and John H. Poggenburg, both natives of Germany, but residents of this city for many years, and thoroughly practical and experienced men in all branches of this business. Mr. Louis E. Neuman started in business

in 1868, at Nos. 95-97 Maiden Lane, from whence he moved in 1870, to No. 36 Vesey Street. His specialties at this time were topographical maps and illustrations, and views used for atlases and works of art. The development of the trade required the addition of color printing, and therefore an establishment, whose proprietor wanted to retire, was added to the existing plant, and in order to meet the constantly increasing demands, the business was moved to the present address in 1879. In 1882 the now existing co-partnership was formed, Mr. Neuman superintending the manufacture and office and Mr. John H. Poggenburg the mercantile part of the business, and the trade extends to all parts of the United States, with branch offices in London, England, and Hamburg, Germany. The latest improved machinery is in use, while steady employment is furnished to eighty employees in the art, mechanical and business departments, besides several traveling salesmen, whose services are constantly required on the road looking after the interests of the firm throughout the country, together with the labors of those who represent the firm in their branch offices at Chicago, Cincinnati and San Francisco. The firm executes every class of work pertaining to the lithographic art, including fine and specially designed posters, calendars for brewers, insurance and railroad corporations, and a specialty is made of labels used for cigar boxes, show cards for cigar manufacturers, and topographical maps. Estimates are freely furnished and contracts of any magnitude are entered into and executed satisfactorily at the shortest notice and at lowest possible figures. Both members of the firm are very active and liberal business men, reliable and honorable, and are highly respected by fellow craftsmen and in social and commercial circles.

LOUIS DEUTZ, Lithographer and Printer, Nos. 13 and 15 Murray Street, Near Broadway.—For over thirty-two years this gentleman has been established in this city, and he is one of the oldest and leading men in his line in New York. He turns out notably fine work, and his trade extends throughout the United States, with some, also, in Central and South America. He has first-class facilities and can execute orders in the most expeditious manner. Mr. Deutz was born on the Rhine, Germany, and came to America in 1853. He is a thoroughly practical lithographer and printer, of nearly half a century's experience, and was formerly of the firm of Deutz Brothers. His brother, August, died in 1872, and his brother, William, in 1882, when he became the sole proprietor. Mr. Deutz occupies six spacious floors, and the various departments are well equipped. He has in service six power presses, twenty-two hand presses, and all the latest improved appliances and tools, together with ample steam power, and employs fifty hands. Mr. Deutz does all kinds of lithographing, and gives particular attention to fine commercial work. Color printing is a specialty, and bank-notes, bonds, certificates, show cards, letter-heads, etc., are printed by him in the most artistic style.

JAMES A. FLACK, Sunday School Music Book Manufacturer and Binder, Nos. 1, 3 and 5 North William Street, Office, No. 14 Frankfort Street.—When a house has enjoyed a prosperous career extending over a term of years almost covering a half century, it is very evident that its affairs have been conducted upon the highest plane of integrity, fair and liberal dealings. Such are the circumstances connected with the old and noteworthy establishment of Mr. James A. Flack, Sunday-school music book manufacturer and binder. Mr. Flack is a native of this state, and has been a resident of this city for many years. Being a practical and thoroughly experienced man, he inaugurated this concern on his own account in 1849, and at once developed a very large and influential trade, that grew to such proportions that he was obliged to seek more commodious quarters in order to meet its demands and he moved to his present quarters in 1851, where he has remained ever since, but has been obliged repeatedly to enlarge them. The premises occupied comprise six entire floors, having an area covering over 4,000 square feet. The equipment is first-class in every respect, embracing all the latest improved machinery, tools and appliances driven by ample steam power, and employment is given to an ample force of skilled and experienced hands, while the work turned out is unsurpassed in style, finish and workmanship. A specialty is the manufacture of Sunday-school books, and church music books for all denominations, and the facilities for executing such work, also all other kinds of book-binding are unexcelled by any establishment of its kind in the city. Estimates are freely furnished. Mr. Flack is an energetic and reliable business man, and the products of his establishment are to be found in all parts of the United States.

P. O'SHEA, Publisher, No. 19 Barclay Street.—This gentleman has met with marked success in placing before the public a splendid array of Roman Catholic publications and general high-class literature in which he is known to excel, and has been engaged in the trade here since 1855. He publishes a long list of school books, religious works, biographies and stories, making a leading specialty of Catholic works; and also handles a general line of Catholic goods, such as beads, pictures, crucifixes, etc. He imports standard works from Europe, including the writings of the best classical and modern authors, and gives special and praiseworthy attention to supplying missions, parochial schools, Sunday-schools and private libraries, offering reduced rates from regular price lists to libraries and large buyers, and guaranteeing satisfaction. Mr. O'Shea has not only developed a fine trade in this city and vicinity, but has a widespread and influential connection elsewhere, as he possesses superior facilities for importing any book to order and on the most favorable terms. He has all the catalogues of leading European publishers, and keeps in touch with the literary circles of both Europe and America. He

occupies spacious and well equipped quarters for printing and book-binding, and gives steady employment to fifty skilled and expert hands. Mr. O'Shea has resided in this city for nearly half a century, and has a wide acquaintance with the clergy and laity all over the United States.

C. C. WHITE TOILET PAPER MANUFACTURING COMPANY, No. 164 Duane, Corner Hudson Street.—This enterprise was founded in 1884 by the president of the company, Mr. C. C. White, who is a native of New York city, having been born at No. 95 William Street, and is a direct descendant of John and Mary White, of Mayflower fame, who were the parents of the first child born among the Pilgrims in this country. He is a thoroughly experienced business man, and has built up a large demand for his products all over the United States and abroad, and the trade continues to steadily increase in value and volume, in Europe and South America. The company have extensive mills at Seneca Falls, which are equipped with first-class machinery, and employment is found for a force of skilled workmen. The specialties made here include Witch Hazeline, Le Boulevard Cashmere, Sterling and other popular brands of toilet paper in packages as well as perforated rolls, Japanese napkins, paper bags, and wrapping paper for druggists' use, and only the best grade goods are handled. Mr. White is a gentleman of enterprise and large acquaintance with the requirements of the trade; and the success the house has attained is largely due to the prompt and accurate system that is uniformly adhered to in the conduct of its affairs. The treasurer of the company, Mr. G. P. Rogers of Seneca Falls, N. Y., is a business man of well-known integrity and ability, who is conducting its finances so that it promises to become one of, if not the largest toilet paper concern in the United States.

L. F. FETZER, Artistic Printing by Electricity, No. 106 Duane Street.—A printing establishment that has achieved an enviable reputation for the superior excellence of its productions, is that conducted by Mr. L. F. Fetzer. Mr. Fetzer executes artistic printing by electricity, for the trade or for anyone favoring him with their patronage, and possesses the most complete facilities for successfully meeting all demands. It is now fifteen years since Mr. Fetzer established business here, and during the entire period he has enjoyed a first-class reputation for his liberal, straightforward methods of dealing. The premises occupied comprise a floor 25 x 100 feet in dimensions, and the place is equipped with six presses, driven by electric power, and employment is furnished a force of skilled workmen. A leading specialty is made of fine commercial printing, and all orders are executed upon the most reasonable terms. Mr. Fetzer was born in Germany, but has lived in the United States thirty years. He is a skilled practical printer, and a non-commissioned officer of the National Guards, S. N. Y.

THE L. W. AHRENS STATIONERY AND PRINTING COMPANY, No. 85 Liberty Street.—No house in its line in the metropolis has achieved a higher reputation than the L. W. Ahrens Stationery and Printing Company, which has been in successful operation for a period of fifteen years, and its office is now conceded to be the best in the city for high-class stationery, printing and book-binding. The house early became noted for the elegance, accuracy and durability of all work executed, and the steady growth of its trade and the introduction of new and improved



presses and machinery attest not only to the popularity of the management but also to the determination of the house to maintain the lead in its line. The premises occupied comprise three floors, 25 x 100 feet each, together with a printing office outside; while the equipment embraces four cylinder and fifteen job presses, besides ruling, sewing and other machinery, and steady employment is given to from sixty to seventy skilled hands. Only strictly first-class work is executed, and a specialty is made of supplying large corporations; viz.: railroads, steamship and insurance companies, with ac-

count books and all kinds of book, commercial and job printing; also, fancy chromatic and high-class circular and other letter press and ornamental printing, lithographing, etc. The house has supplied the New York city departments with stationery for many years, and has a large and influential patronage in New York, New Jersey and throughout the United States. It holds the agency for the Defiance brand of rubber pens, pencils, inks and mucilage, which they supply to the trade in quantities to suit and on the most favorable terms. They also handle a fine line of celluloid specialties. Mr. L. W. Ahrens, the founder and proprietor, is a native New Yorker, an honored member of some fifteen different social and political organizations, a Mason, prominent in all charities, a veteran of the 71st Regiment, whose energy, enterprise and skill are proverbial; and the house under his guidance is thoroughly typical of the best methods and most skillful work.

METROPOLITAN TYPEWRITER HEADQUARTERS, F. R. Madeira, Manager, Dealers in all Standard Typewriting Machines and Typewriter Supplies, Nos. 169 and 171 Broadway.—This flourishing enterprise was started in 1892, and from the first has been a highly successful venture. It was an innovation in its way, and aimed to fill a long-felt want. The concern is in a position to secure large numbers of first-class instruments, a little shop-worn but as good as new (often perfectly new,) and can offer the same lower than the manufacturers' prices. The Metropolitan Typewriter Headquarters are dealers in all standard typewriting machines and typewriter supplies, and do a large business,

which extends throughout the United States. They carry full lines, new and second-hand, including "Caligraph," "Hammond," "Yost," "Densmore," "Smith Premier," "Remington," etc., together with desks, ribbons, carbon, oils, paper, note-books, copy-holders, type-brushes, and everything required by the operator. They also rent machines at moderate rates and are prepared to do typewriting on short notice. Price lists and all other information is cheerfully furnished upon application. Correspondence is invited, and all communications of a business nature will receive prompt response.

GEO. GOTTSBERGER PECK, Printer, Lithographer and Stationer, No. 11 Murray Street.—A very prominent house in its line of trade in New York is that of Geo. Gottsberger Peck, which was founded in 1878 by Mr. W. S. Gottsberger, and in 1887, when his nephew, Mr. Peck, was admitted to partnership, the firm-name became W. S. Gottsberger & Co. At the lamented death of the senior partner, Mr. Peck became sole proprietor. This gentleman is a native New Yorker and was reared from youth in the business in which he is now engaged, and of which he possesses an expert knowledge in all its branches. The premises occupied for the business comprise three floors, each 25 x 100 feet in dimensions, and equipped with four fine cylinder presses, six jobbing presses, all operated by steam power, and all the standard and new styles type are at hand, and a large force of skilled hands is employed. Mr. Peck conducts general business as a plain and color printer, copper and steel plate printer, lithographer, stationer, and blank book manufacturer. A special feature of the house is the publication of translations, by noted authors, of foreign works, among the languages translated being Italian, French, Spanish, Russian, Danish, Turkish, Dutch, German. Mr. Peck publishes a concise list of his publications, which are sent to all parts of the globe.

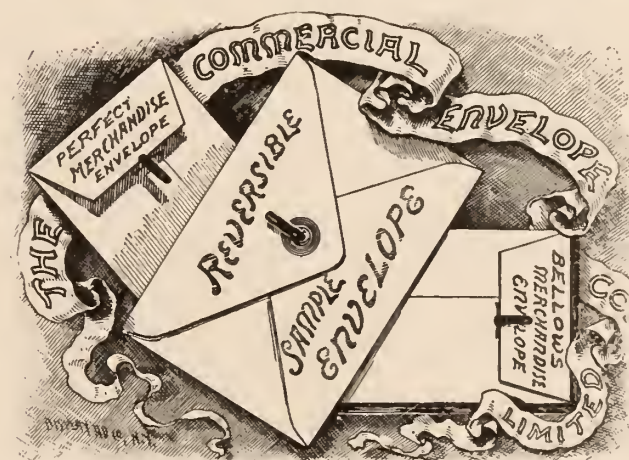
JOHN O'CONNOR, Book and Job Printer, No. 93 Liberty Street.—For seventeen years or more John O'Connor, the well-known book and job printer, has been established at the present location. From the start he has steadily prospered, and his business has been growing year by year. He has first-class facilities, and can execute orders on short notice. Mr. O'Connor is a native New Yorker, and a practical printer, of long and thorough experience, and learned his art with the New York *COURIER AND ENQUIRER*. Mr. O'Connor, who has been interested in the Sterling Press for the past four years, occupies a 30 x 100-foot (third) floor here, with ample steam power, two improved cylinder presses, four jobbers, and a fine outfit of type, etc., and employs fifteen to twenty competent workmen. He is prepared to do all kinds of work in his line, giving special attention to fine illustrated catalogues, pamphlets and commercial printing generally, and can guarantee the utmost satisfaction. Estimates are cheerfully furnished, and all orders are personally and promptly attended to.

C. H. CADWELL. Stationer, Lithographing, Engraving and Printing, No. 64 Pine Street.—A reliable house engaged in the stationery, lithographing, engraving and printing trade, is that of Mr. C. H. Cadwell. This gentleman is a New Yorker by birth. Having had a long experience, he founded this enterprise in 1894, which, from the date of its inception, has been the centre of a large patronage derived principally from among the leading and prominent business houses in this section of the city. The quarters utilized for the business are amply spacious and commodious, neatly and appropriately fitted up with every convenience and facility for the successful prosecution of the trade, besides being fully equipped with the latest improved appliances and machinery for turning out first-class work, and employment is furnished a full force of skilled and experienced hands. The house is prepared to execute all orders in the line of fine job printing, such as books and pamphlets, catalogues, note, letter and bill head blanks, envelopes, hotel printing, bills of fare, visiting, business and invitation cards, society and ball work, etc. Estimates are furnished at the shortest notice for all kinds of lithograph, engraving, printing and blank book work, and contracts of any size are entered into on short notice. In the large stock kept constantly on hand will be found a select line of blank books, stationery and fancy counting-room articles of every description. Mr. Cadwell is an industrious and persevering man, and justly merits his success.

S PANISH-AMERICAN PRINTING COMPANY. R. de Requesens, Proprietor, Artistic Job and Book Printers, No. 126 Maiden Lane.—The Spanish element forms a very large contingent in the cosmopolitan population of this metropolis and its social excellence extends into its commercial attributes. New York's business relationship with Spain and the Spanish possessions is of extensive magnitude, necessitating the constant utilizing of intermediate communication. One of the most efficient and most popularly known of these is the Spanish-American Printing Company, of which Senor R. de Requesens is the proprietor. This concern, established in 1886, is one of the most expert and artistic book and job printing offices in the city. It translates from Spanish into English, or the reverse, and prints newspapers, circulars, bills of lading, consular invoices, bill-heads, letter heads, shipping invoices, and all other blanks and papers known to the typographer's art. Mr. de Requesens is a native of Spain, but has lived in this country for the past ten years, and resides at Long Island City. He is a practical printer and an expert at the trade. His office is thoroughly equipped with every accessory requisite for prompt and first-class work, and has an area of 25 x 80 feet, and keeps two presses of the latest design in constant operation. Six workmen are employed in

the office. Every language familiar to the commerce of the world finds ready interpretation there, and the concern has a very extensive line of custom that covers not only New York, but extends largely to Cuba, Porto Rico, Venezuela and the mother country, Spain.

THE COMMERCIAL ENVELOPE COMPANY, Limited, No. 97 Sixth Avenue.—An establishment that is extensively engaged in the manufacture of patent envelopes for mailing purposes, is that of the Commercial Envelope Company, Limited, of this city, whose factory is at No. 97 Sixth Avenue. This company was incorporated



in 1891, under the laws of New York State, and its subsequent career has been of the most prosperous character, the large trade that has been developed for its products

extending all over the United States and abroad. The company manufacture the best envelopes made for mailing books, catalogues, samples, seeds and merchandise of all kinds, and goods mailed in these envelopes are received as first-class matter, while postage is fourth rate, an advantage not derived from the use of any other envelopes. The company are patentees and makers of the "Reversible", "Perfect Merchandise" and "Bellows" envelopes, which are of ingenious design and of indispensable utility to those doing business through the mails. The factory, which is 50 x 126 feet in dimensions, is appropriately equipped, employment is given a force of skilled hands and the output is such that all demands made upon the establishment are met without delay. The officers of the company, Mr. Benj. B. McFadden, president; Mr. F. A. Ferris, treasurer, and Mr. L. F. Ferris, secretary, are business men of enterprise and energy and popularly known in the community.

BRETT LITHOGRAPHING COMPANY, Art Lithographers, Nos. 45 to 51 Rose Street.—For general all round work, and for the finish and high standard of its productions, no lithographing establishment in New York enjoys a more enviable reputation than that of the Brett Lithographing Company. The foundation of this important business was laid in 1844 by the late Mr. A. Brett, and the company was incorporated in 1870, under the laws of New York. Mr. Brett died in 1889, and in 1894 the concern was incorporated anew with the following officers, viz.:—Jas. Worrall Arthur, president; Charles Frazier, treasurer, and William H. Roberts, secretary. From the start this house has commanded a large trade, and its operations to-day extend to all parts of this country, while there is also a growing demand for its productions from abroad. The works cover an area of 17,000 square feet, and are fully equipped with all the latest improved machines, presses and tools. The equipment is complete, and enables the company to execute promptly, and in artistic and workmanlike style even the largest contracts. A force of one hundred skilled hands, artists, lithographers and pressmen are employed. The range of work executed includes only the finest lines of color work, many of the productions of the house being unsurpassed as regards originality of design and conception, as well as brilliancy of color and finish. Special attention is given to the production of flower seed packets, in which a large trade is done in all parts of the world. The company solicits only the very finest class of work and estimates and samples are furnished on application.

M. GALLY, Inventor and Proprietor of Universal Presses, No. 130 Fulton Street.—This gentleman is the inventor and proprietor of the "Universal Presses," and has achieved a distinct and signal success, his productions being as nearly perfect as it is possible to make them. His improved Universal printing presses are a triumph of skill and ingenuity, and are in growing use everywhere. They are made under Mr. Gally's new patents, and are so greatly improved that they are undoubtedly the strongest, most durable, fastest and best job presses in the world. They are adapted to all kinds of work, from the lightest card work to the heaviest embossing and wood printing. They are made of the best material, by the best workmen, and challenge comparison with any presses ever made, in all the qualities required for perfect printing machinery. These presses are made in various sizes and styles, and every one is warranted. One of Mr. Gally's specialties is his stamping and paper-box cutting and creasing press, which is conceded to have no equal for the purposes for which it is intended. Early in the year 1876 the first printing presses adapted to the work of cutting and creasing paper and pasteboard for boxes were made by Mr. Gally, since which time he has placed a large number in most of the paper-box manufactories of the United States. His present press for this purpose is his latest improvement, and is the largest and most powerful machine ever produced for this kind of work. Mr.

Gally has been established in the business since 1869, and except when engaged on some improvement, or in directing the construction of presses for special work, he can be found at his offices and salesroom in the new and elegant building at the above address.

THE REID PRESS, William G. Reid, Proprietor, Printers and Binders, Nos. 220 and 222 William Street.—Mr. William G. Reid, who is a native of this state, has had an experience in the printing business extending over a period of thirty years, and founded the house of which he is the head in 1894. From the beginning the "Reid Press" attracted the attention of publishers and of the trade generally by the excellence and superior finish of its work, and its patronage at once became large and permanent. The premises in use cover an area of 25 x 90 feet, and these are fitted up with the latest improved machinery, and presses, including six cylinder presses, cutting, folding, stitching and other machines, and with all the most modern appliances to be found in a thoroughly equipped printing establishment. Ample steam power is provided and the most skillful workmen, to the number of twenty-five, are employed. Every description of book and job printing is executed, as well as bookbinding, and in these lines the house has no superior in the country. Special attention is given to the publishing business, and as the presses are kept going day and night, publishers can have their largest orders executed without delay. The uniform satisfaction rendered by the Reid Press, and the ability, energy and enterprise displayed by its management, are among the chief elements that have contributed to the positive and permanent success it now enjoys.

SMITH & RENDELL, Manufacturers of Blank Books, Ruling, Numbering and Perforating, No. 74 Beekman Street.—In the manufacture of blank books and kindred articles these gentlemen have been engaged for many years and their products have gained a wide and well-merited reputation. The premises utilized for the business are amply spacious and fully equipped with the latest improved machinery and appliances for the production of all kinds of commercial, county, bank, insurance and railroad work, and being under the personal supervision of the proprietors, they are prepared to fill all orders for blank books, ruling, numbering and perforating, also book binding for the trade at the shortest notice and at lowest possible prices. This concern was founded originally in 1887, by Messrs. Cornwell and Myers, who were succeeded by Mr. E. L. Smith in 1892, and in 1893 Mr. W. G. Rendell was admitted as a partner, and the present firm title was assumed, since which date the business has constantly increased in volume and influence. Estimates for all kinds of work pertaining to the business are furnished, a specialty being made of fine custom work. Mr. Smith is a native of Ohio and has been a resident here for many years, while his partner, Mr. Rendell, was born in this State, and they justly merit the success they have achieved.

CHARLES H. WOELTJE & CO., Printers and Stationers, No. 121 Pearl Street.—Mr. Charles H. Woeltje has been for many years one of the best known and most successful of the master printers and stationers of New York. The business which he conducts under the above style, was established in 1876, as Woeltje & Cutting, and so continued until 1893, when at Mr. Cutting's death, Mr. Woeltje became the sole proprietor. The premises occupied include a floor and basement, 70 x 25 feet in dimensions, where a large and complete stock of everything in the stationers' line is kept in constant readiness for the prompt filling of orders. The trade is both wholesale and retail and extends to all parts of the United States. The printing plant is complete in every respect, and is equipped with improved fast presses and other printing machinery run by steam power, and has everything requisite for promptly turning out the highest class of work. There is a full assortment of type of every variety, including all the latest faces, and a competent force of skilled workmen is employed. Besides the force in the printing department six clerks are employed in the store. Mr. Woeltje is a native of England and has been in this country for many years, being thoroughly identified with the large commercial interests of this great metropolis. He has resided in Brooklyn for the last thirty years and there as well as among the business community he is widely known.

GRATTON ENGRAVING COMPANY, No. 19 Beekman Street.—This enterprise was inaugurated three years ago by the present sole proprietor, Mr. J. H. Gratton, who was born in Canada and came to the United States seven years ago. He is a thoroughly experienced, practical engraver, skilled in all branches of his profession, and employs a staff of twelve competent assistants. The premises occupied comprise a floor, 25 x 75 feet in dimensions, which is equipped in the most complete manner with all conveniences and facilities for the production of first-class work. Printing plates of all kinds are engraved here, and all orders are filled in the most satisfactory manner. The trade of the house extends through the United States and Canada, and is steadily growing in volume and influence.

CHARLES HURST, Electrotyper, No. 113 Nassau Street.—This gentleman is a native of England, and a man of thorough practical experience in this line. He has been established fifteen years, and has acquired a large patronage. He works for printers and publishers, and has a number of regular customers, both in and out of town. He occupies spacious quarters, including a 50 x 150-foot floor, and part of another, and his shop is perfectly equipped, all the latest improved appliances pertaining to the business being provided, and twenty hands are employed. Mr. Hurst is prepared to do all kinds of electrotyping, and can

guarantee the utmost satisfaction. He gives special attention to advertising cuts, and his prices are always reasonable, and all orders are promptly and personally attended to.

THE PHOENIX LITHO. PLATE COMPANY, Columbia Building, No. 29 Broadway.—One of the recent inventions of great utility and importance introduced into this market is the patent Phoenix lithograph plate, as the modern substitute for lithograph stones. This invention has been on the market in Europe for the past four years, and was introduced into this country the present year, by the Phoenix Litho. Plate Company, which was organized in April, 1894, under the laws of West Virginia, with a capital of \$500,000, and is officered as follows, viz.: Chas. Unangst, president; H. L. B. Toobe, vice-president; W. C. Kellogg, secretary; E. Van Schaick, treasurer and G. W. Tomes. The advantages of this lithograph plate as a light substitute for the heavy and cumbersome lithograph stone are many and important. Not only is there the advantage in point of weight and in occupying comparatively little valuable space, but there is the much more important item of cost, being but a tenth part of the price of lithograph stones. A Phoenix plate can easily be carried by one man, and the space of one stone in a rack would suffice for almost one hundred plates. Being so compact they can be easily packed away in a small fire proof safe or vault, with no fear of pieces lying about as the stones do when they burst, nor for the loss of the expensive originals. Longer runs can also be worked from these plates than from stone. Transfers and drawings are retained throughout long runs in their original perfection. Alterations and corrections are more easily made than on stone, and they produce as good, and even better, work than the best stones. The working is as simple as from stone. It only requires a little patience and confidence at first. They have proved a great boon to principals and employees alike throughout Europe, and they are rapidly coming into use in this country. Fifty firms in this city are using them, and testimonials are received from the American Lithograph Company, Metropolitan Job Printing Company, Schumacher & Ettlinger, New York; Strobbridge Lithograph Company, Cincinnati, O.; Hoen & Co., Richmond, Va.; Orentt Company, Chicago, among many others. The American lithograph trade is simply asked to give these plates a fair trial. President Unangst is also well known as vice-president of the German American Guarantee Title Company; Vice-president Toobe has the general management of the business and was formerly general manager of the English office at Hull; Secretary Kellogg is of the firm of Adams, Kellogg & Mason, brokers, on Wall Street; Treasurer Van Schaick is a member of the legal firm of Cantor & Van Schaick, at No. 96 Broadway; and Mr. Tomes is connected with the Tiffany Glass and Decorating Company.

J. J. McCLUSKEY, Paper Goods, Nos. 248 and 250 Greenwich Street.— There is no article among the commodities of commerce that enters into more constant and general use than paper goods, and the wholesale trade in this product forms one of the most important industries in the metropolis. There are a large number of establishments

in New York devoted to this branch of trade, and among them one of the largest and best known is undoubtedly that of Mr. J. J. McCluskey, whose factory and ware-rooms are located at Nos. 248 and 250 Greenwich Street, between Murray Street and Park Place. This enterprise, which is in such



flourishing and prospering condition, was inaugurated by Mr. McCluskey about fifteen years ago, and since then he has developed a trade connection that extends to all principal points in the United States. Mr. McCluskey is one of the largest manufacturers of paper goods specialties, including patent folding cartoons, ice cream, candy, notion, oyster, clothing and folding boxes

of every description, and one of the largest dealers in and principal suppliers of printed wrapping paper to the dry goods, boots and shoes and kindred trades in the United States, and carries on a large business in stationery, printing and lithographing, tags, labels, envelopes, twine, etc., for the accommodation of that trade. The premises occupied by him consist of a five-story building, 50 x 90 feet in dimensions, and constructed on purpose to carry the weight of the enormous machinery and stock which it is necessary to keep on hand at all times, and which is appointed with the latest improved machinery and printing presses, and all the necessary appliances to



BERLIN VENEER WORKS, BERLIN, MARYLAND.

carry on a large trade, which is run by steam power, and gives employment on the premises to over one hundred skilled hands. The particular articles in which this house deals are paper goods of all kinds used by the dry goods, milliner, boot and shoe, grocery and kindred trades. All orders are promptly executed, and moderate prices are the rule, special orders being executed with the greatest promptness. Mr. McCluskey is also the owner of the Berlin Veneer Works, at Berlin, Md., which is the largest factory of its kind in the country turning out veneer wooden butter boxes, strawberry, grape and peach baskets, and fruit packages of every description. This factory, illustration of which is herewith presented, occupies a four-story main build-

ing, 60 x 100 feet in dimensions, with a four-story extension, 100 x 40 feet, and gives employment to 200 skilled hands. The Berlin Veneer Works are supplying the leading trade in the United States with their wares, and have a reputation for turning out the very best kind of goods in this line in the world. All orders are filled with promptness direct from the factory, and shipped in carloads only. Mr. McCluskey, the enterprising proprietor of these enterprises, is one of the best and most favorably known merchants in the metropolis, and resides at No. 236 West 56th Street, in this city, is active and full of energy, and an expert in his line, and everything is executed under his personal supervision. He is a prompt, reliable and accommodating business man, and enjoys the confidence and esteem of the community.

JOHAN BASSEMIR & SON, H. E. Bassemir, Manager, Manufacturers of Silk Lamp Shades, Nos. 26 and 28 Park Place.—This flourishing business was founded in 1884 by the present members of the firm, Messrs. John and H. E. Bassemir, and during the ten years that have since intervened the history of the house has been an unbroken record of steadily increasing prosperity. From the beginning a large trade was built up, which to-day covers every part and section of the United States. The factories are located at Nos. 247 and 249 Centre Street, this city, and Nos. 8, 10 and 12 Cedar Street, Brooklyn. Both are spacious in size, and their various departments are equipped throughout with all the latest improved machinery and appliances, while several hundred persons find steady employment in them. Their output is large, and embraces silk lamp shades in all sizes, styles and patterns. The premises occupied as salesrooms consist of two floors, each 25 x 150 feet in dimensions, and an immense stock is at all times carried, from which orders of any magnitude can be promptly filled. Twelve assistants are here employed, and the facilities of the house are of the best. Mr. John Bassemir, the head of the firm, is also engaged in the manufacture of brass goods in this city. His son, Mr. H. E. Bassemir, has the management of this business, and it is to his ability and enterprise that its success is largely due.

NICHOLAS WAPLER, Importer of Bohemian Glass and Fancy China, Importer and Manufacturer of Glass Shades, No. 50 Barclay Street.—This house was established in 1870, by Mr. Charles Wapler, and in 1884, Mr. Nicholas Wapler succeeded as sole proprietor. He is a direct importer from the leading manufacturers in Europe of Bohemian glass and fancy china of every description, and is also an importer and manufacturer of glass shades, fish globes, aquaria jars, ornaments, under shades, etc., of every kind. Mr. Wapler has had thorough experience in the trade, and is perfectly

conversant with all its requirements, having been actively engaged in this business since 1872. Through the energy and application with which he has devoted himself to the management of the business, he has built up an extensive patronage throughout the United States, which is being still augmented by the efforts of a number of traveling representatives. The premises occupied, are four spacious floors, each 25 x 100 feet in size, handsomely appointed and contain a splendid display of glass, fancy china and glass shades of every variety and grade, and the facilities of Mr. Wapler enable him to meet all orders at the most liberal quotations. Mr. Wapler was born in Germany, but has lived in the United States for the past twenty-three years.

B. G. HUGHES & BROTHER, Manufacturers of Paper Boxes, Nos. 242 to 298 Centre Street.—A progressive house that has always maintained a high reputation for first-class productions is that of Messrs. B. G. and Hugh Hughes, brothers. This well-known house was founded originally in 1882 by Messrs. Hughes and Marker, and at once developed a very large and substantial trade. In the following year, 1883, Mr. Marker withdrew from the concern, and it passed into the sole control and management of the present firm, consisting of Messrs. B. G. and Hugh Hughes, under whose able and enterprising direction the business has grown to its present magnitude, and extends to all parts of the United States. The premises occupied are very large and spacious, comprising the entire upper part of the Centre Market building, 50 x 300 feet in dimensions, and is fully equipped with all the latest improved special machinery, tools and appliances, and ample steam power, while steady employment is furnished a force of one hundred and twenty skilled and experienced operatives, and during six months of each year this force is kept at work over-time in order to meet the demands of their patrons. The office is conveniently and appropriately fitted up with every facility for the transaction of the large business, including telephone call, "1145 Spring." The range of products embraces every kind of plain and fancy paper boxes from the smallest to the largest sizes, and a large and varied assortment is kept constantly on hand. Shelf and stock boxes for shoes, gloves, underwear, shirts, furs and fine goods are a specialty, and none but the very best materials and fine workmanship is permitted in their construction, while every article leaving this establishment is warranted as to make and material, and the prices are the very lowest. Special sizes for large fur garments, etc., are also made to order in the best style. The Messrs. Hughes are natives of Ireland and have been residents here for many years. Mr. B. G. Hughes is also interested in other business enterprises in the city, having several large storage warehouses under his control and is connected quite extensively with the cigar manufacturing industry.

FRANK B. READ, Wholesale and Retail Dealer in Paper and Paper Bags, No. 91 Park Place.—One of the best equipped establishments in New York devoted to the manufacture and wholesale and retail trade in paper and paper bags, is that directed by Mr. Frank B.

Read. Although a comparatively young concern, the business having been

inaugurated in 1891, yet Mr. Read has already advanced to the front rank among his contemporaries, and has built up an extensive, flourishing trade, that steadily continues to grow in volume. For business purposes a large warehouse is occupied, each floor being 30 x 90 feet in dimensions, and the upper floors are devoted to the manufacturing departments, while the office and salesroom are on the first, and a large force of clerks and workmen is employed. Mr. Read personally superintends affairs, and manufactures every

variety of paper bags, including banana bags, and deals in all kinds of paper; also in fruit and butcher trade supplies. The liberal policy followed by him is worthy of emulation, and in every respect his conven-



*Yours &c
Frank B. Read.*

iences and facilities are as complete as long experience and careful guarding of the interests of customers can make them. Mr. Read was born in New York, is a resident of Dunellen, N. J., and in his transactions leaves nothing undone to render his business relations with his customers eminently satisfactory.

TURNER BROTHERS, Merchandise Brokers, No. 122 Front Street.—The business of the merchandise broker is one of great benefit to the mercantile community. Prominent among the number of firms engaged in this branch of effort is that of Turner Brothers, which was established in 1881, and makes a special business of handling sugars, syrups and molasses. The brothers are young men, natives of Maryland. Mr. John T. Turner, the senior member of the firm, resides in New York, Mr. Joseph B. Turner living in Elizabeth, N. J. They have built up a flourishing trade, and have gained for themselves leading positions in the commercial community, their transactions extending to every section of the United States. Their place of business comprises a floor, twenty by ninety feet in area, where a force of seven clerks and salesmen is kept constantly employed. The Messrs. Turner are both men of trained business skill, and thorough experience in all branches of their occupation. The firm has a branch office in Philadelphia, at Room 5 Spreckel's Building, established on June 1, 1892, which is under the supervision of Mr. William T. Doane, a young man who has long been in the employ of Turner Brothers, and who is ably assisted by Mr. H. G. Turner, a son of the senior member of the firm. The Philadelphia office is connected by telephone with the New York office, and any news of interest in either market is promptly communicated to the other.

JOSEPH H. LESTER & CO., Brokers in Teas, No. 111 Wall Street.—This firm was established in 1891, and is, therefore, measured by the years of its existence, one of the younger firms engaged in the great tea commerce of the metropolis, but measured by the extent of its business and its influential connection, it takes rank as one of the leading houses in the trade. Mr. Joseph H. Lester, the senior member of the firm, is a man in the prime of life who has been in the tea trade since boyhood, for a period of twenty-five years, and has a thorough and practical knowledge of the business in all its details. His partner, Mr. H. C. Thorne, is a young man of marked commercial ability, and both gentlemen are natives of New York city. Mr. Lester's long experience in the tea trade gave the firm an invaluable prestige at the very outset of its career, and it soon acquired an important clientele among the leading dealers, which has since been developed and extended until now the house ranks among the leading tea brokers of New York, with trade connections in all parts of the United States, and whose lists of customers include the largest and most reliable dealers. The offices and principal warerooms occupy two floors, each 25 x 75 feet in dimensions, and the office force is kept busy in attending to the various details of the business.

MADDOCK & CO., Importers and Sole Agents for John Maddock & Sons' Royal Vitreous Dinner, Tea and Toilet Ware, No. 21 Barclay Street.—The trade relations that have been established between this country and Europe have assumed great proportions and there are few European manufacturing concerns of prominence which are not represented here. Among the foremost houses in its line handling foreign goods to the exclusion of all others, is that of Messrs. Maddock & Company, representing John Maddock & Sons, of England, manufacturers of



This Stamp is being imitated.
THE BEST ALWAYS IS IMITATED.

Royal vitreous dinner ware and vitrified hotel goods. The business of John Maddock & Sons was established some sixty years ago, and its enormous trade has since been built up on the basis of merit and the standard excellence of its wares. Messrs. Sidney Maddock and John J. Miller succeeded to the agency in 1892, which was originally established in 1834, and have since secured for their principals an important and profitable market in both this country and Canada. Their salesrooms are of ample dimensions,

having an area of 25 x 100 feet, and are fitted up with all conveniences for facilitating the transaction of business under the most favorable conditions. The firm carry an extensive stock of the productions of the wares of John Maddock & Sons, including their celebrated Royal Vitreous Ware, the strongest and most desirable ware made. They have dinner and toilet sets in great variety, which are manufactured and decorated expressly for the American market, and to meet the special demands of the American people. They also handle Wedgwood jasper ware in dinner, tea and toilet sets, and are enabled to quote prices to the trade which no other house can duplicate. Mr. Maddock was born in Brooklyn, N. Y., while Mr. Miller is a native of this city.

H. HOHENSTEIN, Manufacturer of Lamp and Candle Shades, Candles and Sundries, No. 31 Warren Street.—As a manufacturer of lamp and candle shades of every description, Mr. H. Hohenstein is recognized as the organizer and the first and foremost representative of this particular branch in the metropolis, and has a flourishing business, his specialties being in wide and growing demand all over the country. He inaugurated his enterprise here in 1880, and now operates a shade factory on Warren Street and a candle factory at No. 462 Tenth Avenue, employing altogether over one hundred hands. He is sole owner of the celebrated Westminster candle—a semi-translucent intensely hard, non-warping wax candle, "piano" shape, in all colors and tints, and the most uniformly satisfactory candle for use on the dinner table ever put upon the

market. He is likewise prominent in the trade as patentee of the new and popular centre draft silk lamp shade—that will not burn. His patent self-fitting "Cable" candles are made under a new and original process exclusively controlled by Mr. Hohenstein. They are the only make of candles which can be depended upon for perfect burning and illuminating qualities. The Venetian candle lamp, his greatest novelty, and also his lamp shade received the highest award at the World's Columbian Exposition, for beauty and finish, and have met with enthusiastic reception from ladies and others who delight in the beautifully soft light obtainable only from candles. They are made in fourteen different art enamel colorings, and are sold at \$12 per dozen. The wax candles made expressly for these lamps are smokeless, odorless and non-dripping, and are sold at \$4 per gross. Liberal discount to the trade and on large lots. Mr. Hohenstein also makes a fine line of night lights and gas lighters, and all his productions are noted for beauty of design, ingenuity of construction, elegance of finish and great durability. Mr. Hohenstein is a native of Germany, and a young man of genius and enterprise who has built up a business thoroughly national in extent and eminently creditable in character.

CHAS. BESELER, Manufacturer of Dissolving Stereopticons, Magic Lanterns, Gas Regulators, Gas Compressors, Gas Cylinders, Etc., No. 218 Centre Street, Near Grand.—Mr. Beseler established business in this city in 1882, and occupies an entire four-story building at the address above, having recently largely increased his facilities and introduced the latest improved machinery for the manufacture of the above-named specialties, in which he is recognized as excelling all his contemporaries. His "Eclipse" dissolving stereopticon is a radical improvement over all others, and is the outcome of years of scientific and practical investigation and test. Other specialties embrace the "Eclipse" Magic Lantern, the latest invention in electric arc lamps for magic lanterns. The "Beseler" oxy-hydrogen stereopticon, the "Beseler" magic lantern, the "Beseler" oil magic lantern, the "Eclipse" oxy-hydrogen compound jet, the "Beseler" oxy-hydrogen compound lantern jet, the "Beseler" "blow through" jet, the "Beseler" dissolving key, and extra quality of oxygen and hydrogen gases and accessories. His success is equally great in the manufacture of gas regulator valves of his own invention; automatic gas pressure regulators, gas cylinders, pocket gauges, gas compressors, etc.; while special attention is given to selected line pencils. Mr. Beseler's commercial relations extend to all parts of the United States, and he also exports large quantities of his products to Mexico, and South and Central America. Handsomely illustrated catalogues are sent on application, and all orders are filled without delay and on the most liberal terms. Mr. Beseler is a well known resident of Jersey City, and an expert authority in his line.

A. FEIGL, Manufacturer of Linen and Fancy Lamp, Candle, Gas and Electric Light Shades and Wire Frames, Nos. 23 Park Place and 20 Murray St.—This gentleman conducts a very successful enterprise

as a manufacturer of lamp, candle gas and electric light shades. Mr. Feigl established this business seven years ago, and having a thorough practical knowledge of all its requirements, as well as being a man of original ideas adaptable to his vocation, and being, withal, liberal and upright in all his dealings, he has deservedly succeeded in building up an extensive trade. His goods now go not only to all parts of the United States, but also to Canada, South America, Africa and Australia. This is a most flattering record to have achieved in the short span of six years. The premises occupied by Mr. Feigl consist of six floors, each 30 x 90 feet in dimensions, excel-



Yours truly
A. Feigl

lently equipped throughout, and employment is found for from fifty to ninety skilled operatives, while three traveling salesmen are also employed. Mr. Feigl manufactures in endless variety all kinds of linen and fancy silk shades, for lamps, candles, gas and electric light; also wire frames and holders. An idea of the variety may be gathered from the fact that the shades range in price from 10 cents to \$30.00 each. A handsomely illustrated catalogue is issued, and copies are furnished free on application. Mr. Feigl also makes a specialty of the manufacture of 5 o'clock tea kettles of brass, copper and aluminum, chafing pans and dishes, and kindred articles in various sizes and designs, and intends to manufacture the largest assortment in the United States in this line. He has also introduced a novelty on the market in a large assortment of patent fancy decorated mats embroidered on satin, which is an entire novelty for the finest picture frame trade. He was born in Austria, came to the United States thirty-two years ago, served three and a half years in the war with the 1st New York Engineers as sergeant and acting lieutenant, and he has ever striven to advance the interests of this, his adopted country.

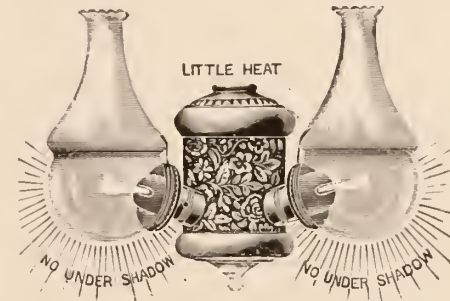
FENSTERER & RUHE, Importers of Glassware, China, Lamps, Etc., No. 21 Murray Street.—This is one of the leading concerns in its particular line in New York, and was established in 1886. The firm are importers of glassware, lamps, china, etc., and sell to the trade throughout the United States. They also act as import commission merchants, and are buyers for some of the largest dealers in the country. They handle only finest productions, their specialties being in high-grade porcelains, art pottery, Bohemian prisms, French and German cut glass, Josephine ware and Baccarat goods. They represent a number of manufacturing concerns, and can execute orders on short notice. They carry full lines, and show a splendid assortment. The premises occupied by them comprise four spacious floors, and the various departments are well arranged. All conveniences are provided, and an efficient staff is employed in the establishment. An exceedingly large and exceptionally fine stock is kept on hand here, and includes superb cut glass, rich and beautifully decorated ware, exquisite china and art pottery in great variety, magnificent lamps, in artistic designs, and of rare workmanship, handsome shades and chimneys, art novelties, gas fixtures, etc. The house can supply the trade on the most favorable terms, quoting manufacturers' prices, and all orders are carefully and promptly filled. Mr. Gabriel Fensterer, the senior member of this firm, is a man of long and varied experience. He commenced in the business as a clerk in 1870, and later was book-keeper and salesman. Subsequently he traveled as the representative of the house, and for some years acted in the capacity of interpreter and guide to American merchants and buyers in Europe. He still makes trips abroad occasionally in a like capacity, and is well known to manufacturers in France, Germany, Austria, Bohemia, etc. Mr. Francis Ruhe, his partner, is also a man of energy and thorough business experience, and was formerly connected with a New York importing house for a number of years.

H. ENDEMANN & CO., Commission Merchants and Importers of China and Glassware, No. 58 Murray Street.—In the large trade conducted in New York in imported glass and china ware, this house stands conspicuous on account of the close relationship it maintains between the European manufacturer and the American purchaser. The firm, composed of Messrs. Henry Endemann and H. R. Churchhill, are commission merchants and importers of china and glass ware, making a specialty of cut and crystal glassware for table, toilet and decorative use, also Limoges china dinner sets, tea sets, fish sets, game sets, fruit plates, after-dinner coffee services, etc. A feature of their business that imparts special significance to their relation to the trade is the fact of their being the sole agents in America for some of the most celebrated European manufacturers, including R. Delinières & Co., of Limoges, France, manufacturers and decorators of the celebrated D. & C. brand of French china; and S. Reich & Co., of Vienna and Berlin, Royal and Imperial Austrian glass manufacturers. The firm import their goods direct from the manufacturers, one or the other member of the house being in Europe for that purpose a large portion of the time. Their trade extends to all the first-class dealers in glass and china in the United States and Canada. The office and salesroom occupy the first floor and basement of the building at the above address, 25 x 150 feet in area, and a brilliant display is made by the large and valuable stock it contains.

R. OBERT SLIMMON & CO., Importers of Earthenware, No. 96 Church Street.—Mr. Robert Slimmon, who conducts business under the firm-name and style of Robert Slimmon & Co., is one of the most extensive importers of earthenware in the United States. He is a native of Scotland, and has the sturdy Scotch thrift, the indomitable perseverance, and the unswerving integrity which have made the men of his race among the most successful exponents of trade and commerce in all quarters of the world. Before coming to this country some fifteen years ago, Mr. Slimmon had been for five years connected with one of the leading houses in Great Britain. About 1880, Mr. Slimmon decided to come to the United States, a step which he had been contemplating for several years, being urged thereto by the reports of the superior business opportunities afforded here, and by the advice of his friends in the trade and his leading business connections. Coming here he naturally located in New York, where his name and business soon became known to buyers from all parts of the country. The merits of the English pottery are well known everywhere, and Mr. Slimmon's extensive acquaintance with the leading English manufacturers has enabled him to supply the best makes of earthenware in the market. The house does an importing business exclusively, and its samples include earthenware of every description for table, toilet, household and general use. Under the new tariff of 1894,

these goods are now being imported at lower prices than ever before, and the result has been to give renewed stimulus to the already extensive and important trade of the house.

T. HE ANGLE LAMP COMPANY, J. U. Banchelle, Manager, No. 59 Park Place.—Undoubtedly the best lamp for general use yet put upon the market is the production of The Angle Lamp Company, known as The Angle Lamp, a name given it because of its peculiar formation, for the style of the Angle is so much different in shape and



construction to any of the lamps which preceded it. This lamp must be seen and tested to be understood, and this can be done at the company's establishment. The main object of this lamp is to do away with the shadows necessarily associated with all other kinds of lamps in use, and also to secure a never varying flame, and the object is attained. The

Angle lamp is constructed somewhat on the principle of the German student lamp, which is acknowledged to be the only correct method of burning oil, a method by which the oil never gets below a certain point, thus making it possible to get a never varying flame. This prevents the wicks from being charred, and the lamp will burn as brightly with a gill as with a gallon of oil. The peculiar construction of the globe secures perfect combustion, a steady, white, odorless light, and the chimneys are less liable to "cloud" than those in the ordinary lamps. The Angle is certainly a splendid, simple, durable lamp, guaranteed to give thorough satisfaction, and its use is fast becoming general. It is the only lamp in the world with no undershadow; it burns from twelve to twenty-two hours (according to the size of lamp) with one filling and at a cost of one-eighth of a cent per hour. It gives a flame as large as a gas jet, a better light and with no more heat. It neither smells nor smokes and the chimneys and wicks require cleaning only about once a month. The Angle is made both plain and ornamental and in different sizes of side wall and hanging lamps of two to twelve burners and the prices vary accordingly. The Angle lamp is non-explosive, a perfect substitute for gas and electricity, and far more economical. The prices and an illustrated catalogue can be had on application to the makers. The Angle Lamp Company was founded in 1889, the manager of the company being Mr. J. U. Banchelle, who has had an extensive experience in this line. He is a native of New York State and resides at Elizabeth, N. J.

DRESDEN PHOTO-PAPER WORKS, Room 531, Cable Building, No. 621 Broadway.—The advances that have been made of late years in all that appertains to photography find a fitting illustration in the new and superior products of the Dresden Photo-Paper Works at Jersey City, N. J. These works are producing a class of albumen and ready-sensitized albumen paper, also collodion and gelatine aristotype paper, which is not equaled for utility and excellence by any rival concern in this country. These works are a branch of the United Factories of Photographic Papers at Dresden, Germany, and were opened in Jersey City in 1888, by Messrs. Sander and Neulandt, who were succeeded in the management by Mr. E. Sulzberger, president of the United Factories above named, on the first of June, 1894, and the New York office was opened on that date. Mr. Sulzberger has been actively and successfully engaged in this industry at Dresden, Germany, for a period of thirty years, where he has the largest photo-paper works in the world, employing some 250 people and enjoying a trade that extends to all quarters of the globe. The New York office now attends to the business in the United States, and is under the management of Mr. Rudolph Sulzberger, a son of the proprietor, who has been trained in the business from his youth up, and possesses a foundation understanding of the wants of the American trade, and is eminently popular and successful in meeting all its demands. Their albumen paper is made by an entirely new process, and is proving itself to be the best and finest paper ever offered to the American photographer. The aristotype papers, both gelatine and collodion, have been very successfully introduced into Europe, and easily outrival all printing-out papers in fine toning qualities. They use in the manufacture of these papers nothing but the finest French plain paper, which is made especially for them by Messrs. Blanchet Freres & Kleber, of Rives. Samples and prices will be promptly mailed on application. The business is in a thoroughly healthy and flourishing condition, and forms an interesting and instructive feature of American industrial enterprise.

JOHAN J. ROBINSON & CO., Importers and Manufacturers of High Class Jet Novelties and Millinery Specialties, Room 704, Cable Building, Nos. 611 and 621 Broadway.—Although a comparatively young firm, John J. Robinson & Co. have a flourishing business. Established in 1893, they have been very successful from the start. They import direct, and copy the latest innovations introduced in Paris and London. They are constantly getting up pretty novelties themselves, and their productions are noted for originality of designs and taking styles. John J. Robinson & Co. have excellent facilities for manufacturing in Brooklyn, and also furnish work to a number of expert hands outside. They turn out a notably fine line of goods, and sell to jobbers and large retailers. Their trade extends throughout the United States, and they are doing a flourishing business. The quarters occupied by them as offices and sales-room are commodious and well ordered, and an elegant assortment of

goods is shown here. Several salesmen represent the house in this city, and three representatives are kept on the road. A large and fine stock is always kept on hand, and includes a great variety of high class jet novelties and millinery specialties. The firm can supply the trade on the most favorable terms. Mr. Robinson is a New Yorker by birth, residing in Brooklyn, and prior to going into business on his own account had been with Hugo Mohl (same line), for a number of years.

P. J. BRETT & CO., Manufacturers of Novelties in Bonnet and Hat Frames, Room No. 718, Cable Building, Nos. 611 to 621 Broadway.—The above firm is composed of Messrs. P. J. Brett and J. Dunnell. Both partners are men of thorough experience in the business, and were formerly with T. W. Hines (in the same line) for a number of years, and are well and favorably known in the trade. They have been established about three years, and from the start have been highly prosperous. P. J. Brett & Co. are manufacturers of novelties in bonnet and hat frames, and combinations of straw, satin, velvet and felt hats, and their productions command extensive sale. They have a well-equipped factory at Nos. 100-102 Houston Street, New York, and have a branch office at No. 637 Arch Street, Philadelphia. They manufacture a line of goods which are noted for originality and beauty of designs and pretty shapes. They sell to jobbers, and are doing a flourishing business. The quarters occupied by them as office and salesroom are commodious and well appointed, and a full and fine assortment of the firm's productions is shown here.

THE STOLTZENBERG COMPANY, Ecclesiastical Works of Art, Church Ornaments, Vestments, Statues and Altars, Interior Decoration in all Styles, and Art Stained Glass, Nos. 51 and 53 Barclay Street and Nos. 1, 3 and 5 College Place.—The subject of ecclesiastical decoration is one that appeals to the spiritual impulses of a large portion of the religious world, to whom emblems and symbols and ornaments are outward visible tokens of solemn import. New York contains a large establishment that makes a specialty of manufacturing and handling all varieties of this description of decorative art, in The Stoltzenberg Company, which was established ten years ago with Mr. F. Stoltzenberg as its president. Mr. Stoltzenberg is also the head of a similar concern at Roermond, in Holland, which has been in existence for the past fifty years, but the New York company is a wholly distinct and independent concern. Its special business is in ecclesiastical works of art, comprising church ornaments, vestments, statues, altars, art stained glass and brass work, mosaics, etc. A large stock, embracing a wide variety of the articles above named, is carried in the salesrooms, besides statues, crosses, etc., of terra cotta or carved in wood, stone and marble; and stone, mosaic, and marble altars. These are all made under skillful guidance, in the most artistic style, and are fitting to adorn the most elegant church edifice in any community.

R OSENBERGER & CO., Importers and Manufacturers of Cloaks and Wraps, Cable Building, No. 621 Broadway.—For a young firm, Rosenberg & Co., importers and manufacturers of suits, cloaks and wraps, are doing a flourishing business. They were formerly engaged in the importation and manufacture of novelties in jewelry, and started in the present line in September, 1894. They have a large and well-equipped factory and their facilities are first-class. Messrs. Rosenberg & Co. manufacture ladies' and misses' suits, cloaks and wraps, in newest styles and in a variety of designs and patterns. Their productions are of excellent make and material and every garment is warranted as to finish and fabric. A fine line of samples is shown at the office and all orders are promptly filled, the firm selling directly to retailers. Mr. Rosenberg was born in Germany and has been in this country for over twenty years. He is a man of energy and enterprise, of long and varied experience. Mr. M. Scheyer, the junior partner, has had many years' experience in the manufacture of cloaks and has charge of the manufacturing department. The firm have elegant sample-rooms on the fourth floor of the Cable Building, where everything is attractively displayed for the advantage of buyers.

T HE WADE BUTTON WORKS, of New York, Geo. A. Wade, Proprietor, Manufacturers and Importers of Buttons and Novelties, Nos. 112-114 Wooster Street.—The Wade Button Works are known all over the United States as one of the most important manufacturing establishments engaged in this line. The factory is one of the largest in the metropolis and its mechanical equipment is not surpassed by any concern in the business, comprising a magnificent steam plant, which includes the latest and most improved machinery, with a number of automatic devices which insure the strictest uniformity in each of the multitude of patterns produced. The product includes buttons of every description, metal and pearl, plain, ornamental and covered, in the manufacture and shipment of which one hundred hands find steady and remunerative employment. A large stock is carried in readiness for immediate shipment, besides which a specialty is made of the manufacture of goods to order. Besides the large variety of buttons the product also includes a large line of novelties which find a ready sale. The house has originated many novelties which have gained a wide popularity and is always the first in the field with the latest and most fashionable styles in buttons, its large importations of button materials placing it in close communication with the leading houses in London and Paris. Mr. George A. Wade, the enterprising proprietor of this business, founded it in 1885, and was soon recognized by the trade as a leader in button manufacture, and he to-day occupies one of the most conspicuous positions in the trade, and is known as one of New York's representative manufacturers and a charter member of the Manufacturers' Association of Kings and Queens Counties.

P. C. ARGYRO & CO., Importers and Manufacturers of Fine Tailors' and Dressmakers' Trimmings, No. 621 Broadway.—No firm in their line in New York are more widely or more favorably known than this. They handle only high-grade goods, and show an elegant assortment. They import their silk goods, Italian cloth, hair cloth and linings direct. Their "P. C. A." buttons are known and have the reputation all throughout the country as being the best made. P. C. Argyro & Co. have been established since 1888. They were formerly located at corner of Broadway and Waverly Place, and removed to the present quarters in March, 1894. They have a well-ordered office and salesroom here in the Cable Building, and a number of salesmen represent the house on the road. The firm are sole proprietors of "P. C. A." high grade French pure dye sewing silks, the finest and strongest in the market, and all goods sold by them are made expressly for this house. Their factory is at Lyons, France. They make a specialty of the very best articles, importing and manufacturing the latest fashionable French and English productions in tailors' trimmings adapted for high-class trade. They guarantee all their goods to be as represented, especially their covered buttons, which are warranted not to fade, and to be the strongest and most durable made. P. C. Argyro & Co. carry a large and complete stock, which includes silk serges, Merventilleux, satin de chine, silk strips, Italian cloth, mohair serges, sateens, silicias, pocketings, hair cloth, grass cloth, linen crinoline, canvasses, ducks, buttons, braids, buckles, sewing and machine pure dye silk and button hole twists, and a general line of tailors' and dressmakers' linings. They sell to jobbers, retailers and clothing manufacturers, and can supply the trade on the most advantageous terms, bottom prices being quoted by them. Mr. Argyro, the head of this enterprising firm, is of French parentage, and has been in America for the past ten years introducing his specialties, and has won success by honest and honorable effort.

H ERMAN BAMBERGER, Manufacturer of Umbrellas, Nos. 381-383 Broadway, Corner White Street.—One of the oldest and best known manufacturers of umbrellas is Mr. Herman Bamberger, whose establishment was founded thirty years ago by Messrs. Bamberger and Oppenheimer, the latter afterward retiring, and the firm later on became Bamberger & Obendorf. This firm was finally dissolved and Mr. Bamberger has since continued in the sole control. This gentleman was born in Germany, but has resided in New York the greater part of his life. He has been identified with the umbrella industry over thirty-two years, and is therefore thoroughly conversant with all its requirements. The premises occupied have dimensions of 50 x 120 feet, are appropriately fitted up, and employment is furnished a force of skilled hands. All kinds and varieties of umbrellas are made here, the goods being of the best class of workmanship, and the trade supplied extends to all parts of the United States.

STANDARD PORTLAND CEMENT COMPANY, Office, Room 107 Central Building, No. 143 Liberty Street.—The American spirit, ever prompt to adapt itself to new methods and conditions, has of late years demanded more ornate and stable structures than our forefathers were content with, and wooden sidewalks have had to give place to walks of cement. New methods of construction, like our means of transportation, have passed into the railroad phase of development, and villages and towns now spring into existence with wonderful quickness where but a short time ago there were but wild or barren wastes. In all these changes cement has and does play an important part, and as building operations increase and villages and towns multiply it continues to be demanded in increased quantities. The demand has consequently led to keen competition, and the concern that places on the market the highest grade of cement at the lowest price is the one that gains the lead of its competitors. The Standard Portland Cement Company is in the lead, and controls a trade second to no other similar concern in the country. It was organized under the laws of New Jersey in 1890 with a capital of \$1,100,000. This company owns the works of the Atlas Cement Company, situated at Coplay, Lehigh County, Pennsylvania, on the Lehigh Valley Railroad, where the company has valuable quarries, a number of kilns with a daily capacity of six hundred barrels, and also two hundred acres of land. A large corps of employees is engaged and the cement produced here is noted and guaranteed for its fineness and tensile strength. The company furnish either a quick or slow setting cement to order and guarantee all that is claimed for it. This cement has been used in all kinds of public works all over the country, in the construction of docks, sewers, tunnels, mines, lighthouses, and buildings of every description. It has been tested over and over again by government experts in the construction of government buildings, both on land and in water, and the experts have testified by certificates to its high quality and the satisfaction it has given. Noted builders and architects pronounce it superior to imported cements, and seal their satisfaction by continued orders for large quantities. The company has the best of transportation facilities at command and makes shipments to all sections of the country in carload or cargo lots. The success of the concern reflects the highest credit upon the management, and the executive officers are numbered among the most prominent and popular business men and financiers in the metropolis. The president of the corporation is Mr. J. R. Maxwell, of the firm of Maxwell & Graves, bankers, of this city, and president of the Central Railroad of New Jersey; the first vice-president is Mr. Jose F. De Navarro, who is also a director of the Equitable Life Assurance Society of New York; the second vice-president is Mr. Alfonso De Navarro, who is vice-president of the Edison Spanish-Colonial Light Company of New York; the treasurer is Howard W. Maxwell, and the secretary is Mr. Henry Graves, Jr., both of the banking firm of Max-

well & Graves of New York. All these gentlemen are also officers of the Atlas Cement Company of this city.

ATLAS CEMENT COMPANY, Manufacturers of the "Atlas Portland Cement," No. 143 Liberty Street.—Cement making has grown apace with the construction of buildings of brick, stone and iron. The first brick house erected in the country was built at Boston in 1638, and wooden dwellings, stores, factories and workshops were for ages after this the rule rather than the exception. In the East brick and stone buildings first began to take the place of those of wood, and with the opening of the West, the new methods of transportation, the use of steam, and the application of machinery to lessen the expenditure of labor, domestic architecture there has partaken fully of the new spirit of the age. With all this characteristic improvement in buildings has come an ever increasing demand for high-class cement, in the production of which great improvement has been manifested in recent years, and notably since the Atlas Cement Company entered the competitive field in 1889, the company in that year being organized under the state laws of New York, with a paid up capital of \$150,000. The company conducts its operations under license from the Standard Portland Cement Company of New Jersey. The president is Mr. J. R. Maxwell, who is also president of the Central Railroad of New Jersey and a member of the New York banking house of Maxwell & Graves; the first vice-president is Mr. Jose F. De Navarro, who is also a director of the Equitable Life Assurance Society of New York; the second vice-president is Mr. Alfonso De Navarro, who is vice-president of the Edison Spanish-Colonial Light Company of New York, and the treasurer is Mr. Howard W. Maxwell, and Mr. Henry Graves, Jr., is the secretary, both of whom are of the banking firm of Maxwell & Graves of New York. All these gentlemen are executive officers of the Standard Portland Cement Company. The works of the Atlas Company are located at Coplay, in Lehigh County, Pennsylvania, on the Lehigh Valley Railroad, while those of the Standard Portland Cement Company are at Northampton, Northampton County, Pa., opposite those of the Atlas Cement Company at Coplay, and are of extensive proportions, and now undergoing enlargement to meet the increasing demand of the trade. When completed this will be a very large plant, and one of the best equipped in the country. At present 150 hands are employed, and with agencies established at Boston, Philadelphia, Chicago, St. Louis, Washington, Baltimore and other large cities, the company has secured a trade with all sections of the country. The cement manufactured by this company is noted for its fineness and tensile strength, and government engineers who have used it both on land and in water report that they have yet to discover a single point where it has proved faulty. It is equally commended by architects and builders of high repute as a first-class cement in every respect, and as superior to most imported cements.

JOSEPH H. PATTERSON, Importer, Exporter, Manufacturer and Contractor of Artificial Flowers and Ladies' Misses' and Children's Straw and Felt Hats, Rooms 701 and 709 Cable Building, No. 613 Broadway.—Though only a few years established as at present, the gentleman whose name heads this sketch has long been a prominent figure in wholesale millinery circles. He was formerly member of the firm of Smart, Patterson & Rice for seven years, and is widely and favorably known in the trade. Mr. Patterson is a direct importer and exporter of men's, ladies', misses' and children's straw and felt hats, of fine goods and full lines. His trade is extensive with jobbers and large retailers throughout the United States and Canada, and he is also exporting large quantities of goods to both South America and Europe. Mr. Patterson personally attends to the business, and is ever ready to quote lowest prices on anything in the lines above noted. His quarters in the Cable Building, Rooms 701 and 709, are commodious, and a number of salesmen represent him in the trade, both in the city and on the road. He is doing a flourishing business, and unless all the signs fail, his prosperity is certain to endure. He is president of the Millinery Building and Loan Association, having served that organization both as its vice-president and treasurer. Mr. Patterson is a man of middle age, a resident of New York city, and a person of energy and business ability.

S. P. HOWARD, Gold and Silver Refiner, Assayer and Sweep Smelter, No. 33 Maiden Lane.—This successful enterprise was inaugurated in 1875, by Messrs. Howard & Mohle, but since 1889 has been conducted by Mr. Howard alone. The smelting and refining works are located at Nos. 28 and 30 Cumberland Street, Brooklyn, and comprise four floors, 60 x 150 feet in dimensions. The works are fully equipped with everything necessary for the successful prosecution of the business, and employment is furnished to twelve experienced workmen. Gold, silver and platinum are bought, and assays of ores and medals are accurately made. A fine stock of gold and silver in wire, bars and sheets for jewelers is kept on hand, and prices are at all times reasonable. Mr. Howard is regarded as an expert assayer, and his trade, which extends throughout the United States, is constantly increasing. Mr. Howard was born in New England in 1833, and came to New York in 1857. He was president of the Jewelers' Club, and is a prominent member of the F. and A. M., and also vice-president of the Sebastian-Sommer Piano Company of New York.

R. KITTEL & CO., Designers, Modelers, Embossers, Die Sinkers, and Chasers, No. 113 Elm Street, near Canal Street.—In their particular branch of art, this firm are experts and well and favorably known in the jewelry trade as turning out notably fine work. They have been established since July, 1890, and from the start have been very prosperous. Their shop is commodious and well-equipped, and four

competent workmen are employed. Work for the trade receives special attention, and orders are promptly executed. Medallions, seals, rollers and dies for borders and spoons are made here in the most superior manner, on short notice. Designing is a specialty, and modeling, embossing, die sinking and chasing are done in the very best style of the art. All work is warranted to be strictly first-class, and the prices charged by R. Kittel & Co., are always reasonable. Mr. Kittel, who has been sole member of the firm since 1892, when H. R. Wartenberg, who had been a partner of his up to that time, retired, was born in Germany and came to this country in 1866. He is a man of thorough practical skill and experience and previous to going into business for himself had been with Tiffany & Co. for fifteen years, as foreman in the chasing and die sinking departments.

N. BOLET PERAZA, Fine Commercial Job Printing, Publisher of "Las Tres Americas," No. 66½ Pine Street.—The advancements that have been made in the art of printing during the last third of a century are matters of interest to every person who has been a witness to the progress made in all branches of business. Among the many houses engaged in this important line in the great city of New York there is not one that enjoys a better reputation for excellent work or for straightforward business methods than that of Mr. N. Bolet Peraza. Although not so long established as some others in this section of the city, the character of the work turned out is such as to give it its justly earned reputation. Mr. Peraza is a native of South America and has been a resident of the United States since 1879. Having a thoroughly practical experience in this trade in all its branches, he founded this establishment on his own account in 1891. He has constantly kept pace with all the advances that have been made in the various branches of the trade, and his establishment is perfectly equipped with the latest improved appliances and presses, also a fine assortment of new type of the latest designs for executing work of all kinds, from the smallest visiting card to the publication and printing of books and newspapers of all sizes, all of which are executed with skill and neatness at fair and reasonable prices. The premises utilized are spacious and commodious, embracing two floors, each 25 x 75 feet in dimensions, and a full force of skilled and experienced hands are given constant employment. The house makes a specialty of fine Spanish catalogue work and all kinds of Spanish printing. The proprietor is also the proprietor and publisher of the popular Spanish monthly periodical, entitled "Las Tres Americas," which has acquired a wide circulation and is recognized as one of the best and most reliable Spanish publications on the western hemisphere. Mr. Peraza is a young man of business talents, and a resident of Brooklyn. Mr. N. Bolet Peraza was the Minister Plenipotentiary of Venezuela in Washington, and also delegate to the Pan-American Congress, and is now Consul General of San Salvador, and has always been a worthy representative of the country that selected him.

P. LENANE & BRO., Receivers and Wholesale Dealers in Flour, Grain, Feed, Hay, Straw, Etc., Nos. 306, 307 and 308 West Street. —There is without doubt no house engaged in handling flour, grain, mill feed, hay and this line of merchandise in the New York market that enjoys a wider reputation or a higher standing than the

one which has for nearly a quarter of a century done business under the firm-name of P. Lenane & Bro. This house was established in 1872 by Messrs. Patrick M. and Thomas Lenane, two young men who began business at a very early age, and who had that rare business talent and strict integrity which are the essential requisites of permanent success in the commerce of the metropolis. Mr. Patrick M. Lenane died in 1887, after sixteen years of faithful

effort at the head of the house, which were rewarded by a full measure of material success. He passed away while the future held the most glowing promise and in him the mercantile world of New York lost a member who was by nature and training fitted for the greatest achievements. His brother, the surviving partner, Mr. Thomas Lenane, who had been at his right hand in the development of the business, succeeded to the sole proprietorship, which he still retains. The progress of the house



The late PATRICK MORTIMER LENANE.

since he has been its sole head has been uniformly along those lines of broad and conservative business development which have been its characteristics from the first. The spacious premises occupied are alone an evidence of the important magnitude of the business. These comprise two four-story buildings, each covering a ground space 110 x 50 feet, and one two-story building, 110 x 30 feet in dimensions. The first floor is packed full of corn in the ear. Besides his extensive domestic trade Mr. Lenane has a large export business, which is in fact a special feature. He exports beef cattle and also exports hay, straw and feed to supply cattle shipped across the ocean. This of itself makes a very important item. He also exports flour, grain, hay, straw and corn for the European market, shipping direct from Canada and all shipping points in the United States to England and the Continent. Mr. Lenane is a member of the Produce and other Exchanges, and though still a comparatively young man, few have a better or a more comprehensive knowledge of the markets of the world, and his uniform success in his business ventures and prompt fulfillment of every contract is a striking evidence of his business ability and his mature integrity.

SHERMAN B. TOWNSEND, Commission Merchant, Grain, Mill-Feed, Hay, Straw, Etc., No. 136 Liberty, Corner of Washington Street.— Among the various staple commodities which rank high among our most important material resources, hay, mill-feed and grain may be appropriately classed with the first; and as a striking instance of the extensive centre which New York has become for handling these products we may quote the firm of Mr. Sherman B. Townsend, as one of the most enterprising in the city. This house was established four years ago by Messrs. Slocum & Townsend, and has grown to solid proportions by steady development in the meantime. This gentleman resides in Brooklyn, his native city, and is popularly known on both sides of the river. He is a thoroughly experienced business man and has developed an extensive trade all over New York, New Jersey and the New England States. He deals in the best grades of grain, mill-feed, hay, straw, etc., on commission, selling to actual consumers in order to secure his shippers highest prices, and his facilities are such that all consignments sent him are promptly disposed of and returns made to consignors without delay. References as to Mr. Townsend's standing may be made to the Irving National Bank, New York; Franklin Trust Company, Brooklyn; and R. G. Dun & Co.'s or Bradstreet's commercial agencies, and his success in selling goods will be attested by a host of patrons throughout the country. Besides his feed business Mr. Townsend has large real estate interests in New York, and the substantial printing house building he has recently completed at the corner of William and Duane Streets is an ornament to the city as well as being admirably adapted to the purpose of that trade and located in the heart of the section made historic by our leading publishing concerns.

ONEONTA FERTILIZER AND CHEMICAL COMPANY, Room 171, No. 68 Broad Street.—At the present day fertilizers have revolutionized the mode of agriculture as thoroughly as steam and electricity have changed transportation and commerce. Fields now, by the use of agricultural fertilizers, can not only be brought to their maximum producing power, but, what is still more, they can be kept there, so that year after year abundant harvests can be secured from them. A leading house engaged in this line of trade in the metropolis is that of the Oneonta Fertilizer and Chemical Company, who are deservedly prominent as manufacturers of Runk's Complete Mannres, prepared specially for truck, early and late fruit, potatoes, hops, and all vegetables; general farm crops and restoring grass lands; while they make all grades of commercial fertilizers. The works of the company are located at Oneonta, N. Y., where they have been in successful operation for several years, the present management succeeding to the control in 1893. Runk's special crop and complete manures are both quick-acting and lasting; they are carefully prepared to meet a long-felt want, and are unsurpassed, if equaled, for quality, reliability and general excellence, while the prices quoted for them necessarily attract the attention of prudent farmers. They are in heavy and increasing demand by agriculturists in all parts of the country, and are produced at the rate of fifty tons per day. Orders of whatever magnitude are filled without delay, and catalogues and all information mailed free. The members of the company are Messrs. Arthur Schwarzenbach, Theo. Honegger and Chas. E. Runk. Messrs. Schwarzenbach and Honegger are natives of Switzerland, and residents of this city; while Mr. Runk was born in New Jersey and has the personal management of the works at Oneonta, being the inventor of the processes and products that have rendered this company famous throughout the land.

JOHN W. LANEY, Manufacturer of Confectionery, and Specialist in Fine Pan Goods, No. 467 Greenwich Street.—Though only a year or so established, John W. Laney, manufacturer of confectionery, and specialist in fine pan goods, has a large and flourishing business. He was formerly located at No. 20 Desbrosses Street, and removed to the present place in January last. He manufactures high-grade products, and can guarantee purity and quality. He maintains a uniform standard of excellence and his goods are in growing demand all over the United States. Mr. Laney is a native and a resident of this city and a man of skill and experience in his line, thoroughly conversant with the wants of the trade. He occupies commodious quarters here, and has ample and excellent facilities and employs a number of hands. Mr. Laney carries a large and choice stock of confectionery and specialties in pan goods, and is prepared to fill orders on shortest notice. He sells to jobbers and wholesale dealers, and can offer inducements to the trade. Mr. Laney is in a position to be able

to supply jobbers and dealers on the most favorable terms, and all orders will receive prompt and careful attention.

H. DUSENBERY & CO., Commission Merchants, Hay, Grain, Flour, Straw, Etc., No. 90 West Street.—New York has long been a head centre of the commission trade in grain, flour and hay, very extensive operations being here carried on in this line, and many of our most talented business men are engaged in the industry. A foremost concern of the kind is that of H. Dusenbery & Co., Mr. H. Dusenbery was originally of the firm of Bonnell, Dusenbery & Co., commission merchants, but retired in 1869 to form the firm of Dusenbery Brothers, and seven years ago this was succeeded by the present firm of H. Dusenbery & Co., the copartners being Messrs. Henry, Jos. W. and J. Warren Dusenbery. These gentlemen were all born in Hunterdon County, N. J., and have long been identified with the commercial development of the metropolis. They are members of the Produce Exchange, and Mr. Henry Dusenbery is on the hay committee of that institution. The firm are general commission merchants in grain, flour, hay, straw, mill feed, etc., making a leading specialty of hay, and consignments are received from New York State, Michigan, Ohio, Illinois, Kansas and Canada. The large trade supplied extends throughout New York, New Jersey, and New England and a large quantity of export orders are met. A large stock is at all times carried and shipments of goods are made without delay in response to orders.

BECHSTEIN & CO., Manufacturers of and Dealers in Sausage Casings, No. 364 Washington Street.—No firm in its line in New York is more widely or more favorably known than that of Bechstein & Co., manufacturers of and dealers in sausage casings. This is an old and a prominent house, and does a very large business, having been established many years, and from the start has been conducted with eminent success. Bechstein & Co. have a branch at No. 77 Market Street, Chicago, where the manufacturing is done, and also have an office at No. 118 Great Suffolk Street, London. They manufacture casings of all kinds, and of highest grades, and can guarantee quality. They also import English sheep casings, and handle very fine goods. They have an extensive trade throughout the United States, and export largely besides. The premises occupied by them as office and salesrooms in this city are spacious, commodious and well equipped. A number of clerks, etc. are employed here, and four salesmen represent the house on the road. A large stock is always kept on hand, and the firm can fill orders for anything in the line of sausage casings at shortest notice, and on the most favorable terms. Mr. Augustus C. Bechstein, the head of the concern, and his son and partner, Mr. Augustus E. Bechstein, were both born in this city and are men of energy and business ability, and thoroughly conversant with the trade.

KEUFFEL & ESSER COMPANY, Drawing Materials, Surveying Instruments, Nos. 127 Fulton and 42 Ann Streets.—The widely known, liberally patronized house of the Keuffel & Esser Company, was established in this city in 1866, and the company was incorporated under New Jersey laws in 1889, with Wm. Keuffel, president, and Herman Esser, treasurer. They are manufacturers, importers and dealers in drawing materials and surveying instruments. They own and occupy the entire building running through from Fulton to Ann Streets, having eight stores above ground. An immense and most complete stock of drawing materials, and accurate mathematical and surveying instruments is carried. They manufacture transits and surveying instruments for civil engineers and surveyors, and have made many improvements and inventions which are recognized as standard by foreign governments and the United States, also by railroad officials and scientific experts. They also manufacture surveying compasses and measuring tapes, as well as wooden, steel, hard rubber, etc., drawing tools, and, in fact, nearly all the goods they handle. Their list of instruments is the most comprehensive of any manufacturer in America, and all the leading civil-engineers, land surveyors, city engineers, etc. invariably prefer the instruments of the Keuffel & Esser Company for difficult work and to secure the most correct results. The company employ fifty clerks, and at their factories in Hoboken, New Jersey, which are the finest in the country, they employ 250 experienced operatives. Branch houses have been established at Chicago and St. Louis, and an immense business is transacted. Messrs. Wm. Keuffel and Herman Esser are both natives of Germany, but came to the United States in 1866. They are both esteemed residents of Hoboken, N. J., and are prominent in business and social circles.

STACKPOLE & BROTHER, Manufacturers of Nautical and Surveying Instruments, No. 41 Fulton Street.—This well-known and prosperous house was founded in 1851 by Messrs. William and Robert Stackpole, both of whom were thoroughly practical and experienced men in all branches of their business, and from the date of their establishment in business have been the recipients of a very large and influential trade, extending throughout the United States and adjacent countries. In 1873 Mr. Robert Stackpole died, since which time the business has been conducted by his surviving brother, under the previous firm title, and under his enterprising methods has grown to its present magnitude and importance. The premises occupied are spacious and commodious, comprising two entire floors, each 25 x 100 feet in dimensions, fully equipped with all the latest improved machinery, scientific appliances and conveniences for manufacturing and business purposes, and steady employment is furnished a force of twenty skilled and scientific hands. The output embraces all kinds of surveying and nautical instruments, including sextants, theodolites, transits, levels, vernier, solar and ship's compasses, engineers' rods,

chains, pins, tapes, plumbets, etc. These goods are all of the very finest construction, are thoroughly tested for accuracy and guaranteed to be perfect in adjustment in every particular. It is the oldest house in the trade in this city and has always had the reputation of making the finest and most reliable goods known to the profession. A specialty is the manufacture of goods to order.

RICHARDS & CO., Limited, Importers and Manufacturers of Chemical and Philosophical Apparatus, Chemicals, Microscopes and Platinum Ware, No. 41 Barclay Street.—In the wonderful progress which science has made in the last half century in its application to arts and manufactures, an extensive field of commercial enterprise has been opened up in the production and handling of the apparatus requisite for the various processes which scientific discovery has revealed. One of the largest houses in New York dealing in this specialty is that of Richards & Co., limited. This extensive concern was established in 1870, and was incorporated in 1890. They are importers and manufacturers of chemical and philosophical apparatus, assayers' materials, chemicals, laboratory outfits, microscopes, crucibles, retorts, air pumps, platinum ware, etc. Their imported goods come largely from their own factories in Europe, and the high grade of their productions is attested by the fact that the house was awarded eleven medals at the World's Columbian Exposition in 1893. The business of the concern is of large volume, and reaches throughout the United States, the Western trade being controlled by a branch office located at No. 108 Lake Street, Chicago. Another branch is in Hamburg, Germany. The New York offices and show rooms occupy the entire building at the above address, running through the block to Park Place, and a heavy and valuable stock is carried here.

S. M. JOHNSON, Dealer in Fine Imported and Key West Cigars, and Manufacturer of Smoking Tobaccos, No. 162 Broadway and No. 48 Wall Street.—One of the most popular houses in the cigar and tobacco trade is conducted by Mr. S. M. Johnson at address above, and who has a branch store at No. 162 Broadway. This gentleman established his enterprise in 1868, and has since been uninterruptedly successful in his efforts to satisfactorily cater to the public. Mr. Johnson is a direct importer of the choicest Cuban and Key West cigars, and manufacturer of the celebrated "Golden Lustre" and "Nautic Club" smoking tobaccos, noted for their superior quality. He also deals in smokers' supplies of every description. Both his stores are fitted up in the most attractive and convenient manner. An active demand is constantly supplied, the trade being both at wholesale and retail. Mr. Johnson is a native of New York city, and resides at Richmond Hill, Long Island. He is a member of Jamaica Lodge, No. 546, F. and A. M., and is popularly known in the community.

UNIVERSAL ADDRESSING AND MAILING AGENCY, G. W. Willis, Manager, No. 7 Barelay Street.—The remarkable growth of business enterprises along with the wonderful development of the resources of the genius of this and other countries have led to various schemes and devices to inform the general public of what each and every business man has placed before the public for disposal. To meet the demands of such dealers and producers there has been inaugurated within a few years a most excellent system for advertisers to reach directly the various lines of people they want. A prosperous, well-known and reliable house devoted to this line of business in the great metropolis is that of the Universal Addressing and Mailing Agency, Mr. G. W. Willis, manager. This enterprise was founded by the present firm in 1891, and has been the recipient of a very large and influential patronage whose ramification extends to all parts of the United States. The firm keeps a fully corrected, up-to-date list of dealers, tradesmen, consumers and the general public, compiled from the most recent directories and mercantile agency reports. They are prepared to issue special lists of any particular line of tradesmen or customers at the shortest notice at special rates, and should customers desire envelopes or wrappers of any size they can furnish the same at the lowest rates. Having a complete printing and binding concern connected with the business they can print and bind anything from a catalogue or magazine, to a business card, and are prepared to furnish estimates for all work of this character. The mailing department is under the supervision of a reliable expert and none but the most reliable and intelligent assistants are employed. Fully equipped and possessing superior advantages with long experience, this agency is prepared to place the claims of advertisers before all classes of consumers and dealers in the quickest and surest manner. Special lists of various lines of business are alphabetically arranged throughout the different cities, towns and villages in the United States, Mexico, South and Central America and West Indies, at the very lowest prices, and a full guarantee is given that the names and address given are correct. To publishers whose office space and clerical force is limited they offer exceptional advantages, as the facilities here provided enable them to address and wrap 50,000 copies of any issue per day, and to give the utmost satisfaction. Among those whom this agency has served are Homes & Hearths Publishing Company, Home Circle Publishing Company, The Advertiser's Review, Poultry and Pigeons, The Live Stock Monthly, The Hearthstone, Electrical World, News Trade Circular, etc., etc. No matter how small or large the order, it will be executed rapidly and cheaply, and estimates are cheerfully furnished on anything for the mails. The premises utilized are spacious, commodious and appropriately fitted up, comprising an entire floor, 25 x 150 feet in dimensions, and a force of fifty skilled and intelligent hands are given

constant employment, while the management of the concern is in the hands of an honorable, enterprising and courteous gentleman.

READ FERTILIZER COMPANY, Manufacturers of Fertilizers, No. 18 Wall Street.—"The best is the cheapest," is a maxim that applies in an especial manner to fertilizers; and there are certainly some highly meritorious products of this kind on the market. And right here special mention should be made of the Read Fertilizer Company, who manufacture an article of a distinctly superior character. They turn out a class of goods of exceptional excellence, and a uniform standard is maintained by them. Their fertilizers are prepared from the very best materials for the purpose, in accordance with the most approved chemical processes, and are unsurpassed in a single feature of merit. These products are noted for superiority, and are not only in extensive and increasing demand throughout the United States, but also in Canada and the West Indies. The Read Fertilizer Company have works at Newtown Creek, Long Island City, and at Charleston, S. C. Both of their plants are capacious and fully equipped, and over one hundred hands are employed at the factories. They manufacture fertilizer in highest grades, of all kinds and for all purposes, and produce about 45,000 tons, all told, annually. They have a factory and warehouse for distribution at Syracuse, N. Y., with a capacity of 10,000, and are represented on the road by ten salesmen. This flourishing business was established in 1874 by Read & Co., and the concern was incorporated in 1888, under the laws of the State of New York. Isaac Read is president and secretary of the company, and Clement Read is treasurer and general manager. The Messrs. Read are men of long practical experience in the manufacture of fertilizers, and their efforts have been attended with well-merited success. They carry a heavy stock, and can supply the home or export trade on short notice, and on the most favorable terms.

R. D. MATHEWS, Sign Painter, Show Card Writer, Awning and Flag Maker, No. 141 Fulton Street.—This gentleman has been established here for a number of years and has been eminently successful in gaining a liberal patronage. He is prepared to do all work quick and neat. Sunday-school and society banners are his specialty, also gold lettering on glass, red canvas banners, all kinds of wood signs, enamel letters and oil cloth signs and pictorial work. In all his work skill, judgment, taste and originality are displayed, as only expert assistants are employed. Mr. Mathews will furnish estimates free and his prices are reasonable, which is the secret of his success, and his business is constantly increasing. Those desiring work in this line should not fail to call upon him and obtain his price before leaving orders elsewhere. All work is done to the satisfaction of the trade.

A. RICHARDS & CO., Auctioneers and Commission Merchants, Boots and Shoes, Nos. 59 and 61 Reade Street, near Broadway.—This is one of the oldest and most extensive houses in the country engaged in business as auctioneers and commission merchants in boots and shoes. The business was established forty-four years ago by Mr. J. D. Ingersoll, who was succeeded by Richards & Whiting a few years later, and later on Messrs. A. S. and A. Richards became proprietors, under the firm-name of A. S. Richards & Co. At the death of Mr. A. S. Richards, in July, 1886, he was succeeded by his brother, Mr. A. Richards, the present proprietor, who had been connected with the house thirty-two years. This gentleman was born in Dedham, Mass., in 1838, but has resided in New York and Brooklyn the greater part of his life. He has long been a prominently-known merchant, and is highly esteemed for his useful, honorable and creditable business career. Mr. Richards holds auction sales every Wednesday and Friday, at 10.30 A.M., which are attended by buyers from all over the country. Their auctioneer, Mr. Henry Lilly, has been with the house twenty-five years, and, it is needless to say, is a skilled adept in his vocation, while Mr. L. Clark, the cashier and credit man, has been connected here for the past thirty years. The house ships goods to all parts of the United States, also to South and Central America. Mr. Richards sells boots and shoes for the principal manufacturers in the United States, and all dealers who establish business relations with him will reap marked advantages in goods and prices.

B RIGGS & CO., Manufacturers and Wholesale Dealers in Boots, Shoes and Slippers, No. 107 Duane Street.—The quarter of a century that has elapsed since Mr. Arthur Briggs established this business has been marked by but one change in the composition of the firm, and that was the accession to the house of Mr. Briggs's son, Frank, as a junior partner, five years ago. The business itself has in the interval alluded to developed from a tentative effort into a national traffic. The firm are manufacturers of and wholesale dealers in men's, women's and children's boots, shoes and slippers of all grades, fine, medium and cheap. For every essential feature of style, comfort and durability their line of shoes are recognized as leaders in the market, and are in growing demand with the best class of trade throughout the entire United States. Their business has grown upon the legitimate basis of demand and supply to proportions of great magnitude, and they have now in operation four factories, located in Lynn, Brockton, Farmington and Haverhill, Mass., which are thoroughly equipped with the latest improved machinery and appliances, their product embracing, in each grade manufactured, every feature of excellence in design, workmanship and finish. Jobbers are supplied in quantities to suit direct from the factories, and at the shortest possible notice. The largest orders are filled with promptness and accuracy and goods are shipped to all parts of the United States, a permanent and influential de-

mand having been developed extending across the length and breadth of the country. A heavy stock is carried in the store, which occupies the second floor of the building, 25 x 100 feet in area. A strong staff of traveling salesmen are also kept on the road promoting the interests of the house. The Messrs. Briggs are highly esteemed in their business relations, and enjoy the confidence and respect of their associates in society.

S ELLMAN & CO., Manufacturers of Cut Soles and Wholesale Leather Dealers, No. 10 Ferry Street.—The history of the growth and progress of industrial activity in the United States, presents few counterparts to the development of the leather trade during the last third of a century. A comparatively new establishment in this line of trade in this city is that of Messrs. Sellman & Co., who are manufacturers of cut soles and wholesale leather dealers. The individual members of the concern are Messrs. Frank H. Sellman and his nephew, J. H., both natives of Maryland and residents of Brooklyn. Both are thoroughly experienced men in the trade, the former being a stockholder of the U. S. Leather Company. They formed this co-partnership under the present title, and started business Jan. 15, 1894, at Nos. 84 and 86 Gold Street, and at once built up a very large and substantial patronage extending to all parts of the United States, which is gradually increasing, while they also are doing a very fair export trade. In order to meet the demands of their increasing patronage they were obliged to seek more commodious quarters and better facilities, and they moved to their present address, where they occupy the five upper floors of a large six-story building, which are fully equipped with every modern appliance and machinery for the production of cut soles, in which none but the very best grades of oak and Union tanned leather are used. This business has been brought to such a degree of perfection that the shoe manufacturer can buy any desired quality or thickness of soles from this house, cut in sizes and widths to suit, instead of buying the entire sides of leather, thus saving a considerable sum, and being relieved of the necessity of selecting his leather in bulk and the expense of reliable men to cut it up into soles, while the belly strips, flanks, shoulders and necks are left upon his hands to be sold to dealers at prices that will surely fall below original cost. The sole cutter is enabled to sell his cut soles at low prices to the manufacturer for the reason that he always has an active market for his insole, heel, counter and remnant stock. The firm always carry a full line of cut soles, besides a fine assortment of all kinds of leather, including oak, hemlock and Union tanned. These goods are all of the very best quality, and all orders are promptly filled at the very lowest prices. The firm also have branch houses at No. 13 High Street, Boston, Mass., and at No. 116 Mill Street, Rochester, N. Y. The office is on the second floor and is provided with every facility for the transaction of business, and manufacturers and dealers will here find exceptional inducements to place their orders.

JAMES LYONS, Manufacturer of all kinds of Superior Round Leather Belting, No. 6 Ferry Street.—The well-nigh universal use of ingenious machinery in the manufacturing arts and industries has been the means of building up other branches of trade that have become potent factors in the commerce and trade of almost every important commercial centre. Among these is the manufacture of leather belting, which, as an equipment for driving machinery, is of the utmost importance. Of the prominent, prosperous and well-known houses engaged in this line, and maintaining a most enviable reputation for the superior quality of its productions, is that of Mr. James Lyons, manufacturer of all kinds of superior round leather belting. This gentleman is a resident of Brooklyn, and after acquiring a thorough knowledge of this trade by many years of experience, he started this enterprise about 1870, or more than two score years ago, and by devoting his entire attention to it and the wants of his patrons he has built up a prosperous and substantial trade that extends to all parts of the United States, and is continually increasing in volume and importance. The premises occupied are amply spacious and commodious, comprising three entire floors of a four-story building, which are fully equipped with the latest improved methods and appliances, including steam power, for turning out first-class and uniform goods, while employment is furnished a corps of experienced workmen. The business department is supplied with every facility for the transaction of business and prompt fulfilment of all orders. The output embraces the best and highest grades of round leather belting of all sizes, made of the very best oak-tanned leather, and especially adapted for all kinds of light machinery. These goods have no superior in the market for quality of material, finish and workmanship. A full and complete stock is kept constantly on hand, and special sizes are made to order at the shortest notice, while lowest prices are quoted. Mr. Lyons is an energetic and honorable dealer and highly esteemed by all.

CHARLES HAUSELT, Manufacturer of Domestic Glazed Kid, "Flower City" Brand, Etc., No. 29 Spruce Street.—The name of Charles Hauselt is one of the best and most favorably known in the entire leather trade. Something less than half a century ago this vast business was founded by the late widely known and respected Mr. Charles Hauselt, than whom no more honorable, enterprising or energetic man was ever engaged in the leather trade. Under his enterprising business methods he built up a trade of immense magnitude, and at his death, some half dozen years ago, he left this great business as a living monument to his energy, integrity and business genius. His nephews then took up the business, and have since carried it on with continued success. They are Messrs. Charles E. Hauselt and Oscar Scherer, men of tact, possessing special training in the business gained under the efficient instruction of their uncle, and have continued the business under its old and well-known style. Their general trade is steadily growing, and the demand for their

specialties is constantly on the increase. Their chief specialty is colored kid stock, and in this line they are acknowledged as standing at the head of the trade, and their magnificent display at the Columbian Exposition in Chicago was awarded the first prize—a gold medal. This exhibit attracted large attention, and was one of the attractive features of the leather display. Their "Flower City" brand of domestic glazed kid in black and fancy colors is well and favorably known to the trade everywhere. They are also the sole importers in New York of the Doerr & Reinhardt patent leather, which is acknowledged as unsurpassed, and their general line of fine goods is not excelled by any house in the trade.

JOHAN DUNPHY & SONS, Tanners and Manufacturers of Leather, No. 29 Ferry Street.—A time-honored and prominent house engaged in the leather manufacturing industry of New York is that of Messrs. John Dunphy & Sons. Their tannery is at Marathon, N. Y., and affords employment to some 200 hands. The inception of this house dates back to forty years ago, the founder being Mr. John Dunphy, and subsequently his sons, Messrs. John Dunphy, Jr., and W. H. Dunphy, were admitted to partnership, the present firm-name being adopted. All three gentlemen reside in New York and are prominently known. The firm conduct extensive operations as tanners and manufacturers of the best wax calf, kip, upper, black and russet harness, collar, welt, bicycle and insole leather of superior quality. Their tannery is equipped with all facilities, and the output is a very extensive one, the trade of the house extending all over the United States and Europe.

A. L. HARRIS & CO., Leather Commission, No. 6 Ferry Street.—The trite saying that "Nothing succeeds like success" finds ample illustration in the commercial history of A. L. Harris & Co., importers, manufacturers and dealers in leather. This firm, though established only three years, is already one of the most prominent in the leather trade, and its business relations cover the entire United States, and even extend to the West Indies, where it has a flourishing export trade. The warerooms occupy the second story of a four-story building, where is carried a big stock of leather of all kinds. The firm has the closest relations with the leading manufacturers, and its facilities for handling all kinds of leather are unsurpassed. The members of this enterprising firm are Messrs. A. L. Harris and F. Jaikle, both of whom have had a long experience in the leather trade. They deal in leather for bookbinders, for manufacturers of gloves, trusses, suspenders, whips, saddlery, pocket-books, boots and shoes, society goods and fancy leather goods; chamois, split skins, etc., all of these goods being offered on the most liberal terms. Both members of the firm are natives of New York. Mr. Harris makes his home in Brooklyn, while Mr. Jaikle is a resident of the metropolis.

THE ABE STEIN COMPANY, Importers, No. 97 Gold Street.—The Abe Stein Company, importers, may be fairly rated as one of the oldest houses in the leather district of New York, as it was founded twenty years ago by Mr. Abe Stein, whose name is as well, and perhaps better, known to the trade than that of any man in the business. For about twenty years, or until March, 1894, the house carried on business under the firm-name and style of Abe Stein & Co., under which it was started. During those twenty years it built up a large and profitable trade with the very best connections in this country and abroad, and its name became as well known in Europe as in America. In March, 1894, it was decided to change the business to an incorporated company, thus giving it a larger scope and larger possibilities of expansion. In organizing the corporation, of course, Mr. Stein was unanimously chosen president of the new corporation, which succeeded to the old business, and which bears substantially the same old and well-known name. Many of the members of the present concern gained their experience in the trade with the old firm, and all are working harmoniously together for the successful extension of the business. The house makes a specialty of the importing trade, and its business in this line is one of the largest in the city. It handles chiefly goat and sheep skins, and sells to tanners and manufacturers all over the United States. One reason for its success is that its goods are always up to the standard. Another its fair and liberal treatment of customers. It has commodious quarters as above, which are recognized as one of the headquarters of the trade in New York. The house also has branches in Arabia, and Calcutta, India.

ROBERTS & VAUGHN, Leather Merchants, No. 97 Reade Street.—A progressive, reliable and prominent establishment engaged in this particular industry is that of Messrs. Roberts & Vaughn, wholesale dealers and manufacturers' agents of leather and Mills Brothers' Dongola shoe kid. The individual members of this firm are Messrs. Charles W. Roberts and George A. Vaughn, both practical and experienced men in the business. They formed this copartnership and founded this establishment in 1894, and although of such recent origin they have built up a very large and influential patronage, which now extends to all portions of the United States. The premises occupied are spacious and commodious in the five-story building, 30 x 100 feet in dimensions, at the above address, and fitted up with every convenience and appliance for the transaction of business and accommodation of the stock kept constantly on hand. The assortment of goods on hand embraces the very finest brands of glazed kid, moroccos, and colored topping, button fly stock, etc., while a specialty is made of Mills Brothers'

Dongola shoe kid. These goods are all the very best to be found in the market. All grades are carried, and dealers purchasing here can rely upon all representations made to them. Mr. Roberts is a native of Philadelphia and resident of Jersey City, while his partner, Mr. Vaughn, was born and raised in this State. Both are enterprising citizens, and justly merit the success they have achieved.

SALOMON & PHILLIPS, Importers and Manufacturers of Leather, No. 33 Spruce Street.—Of the many firms that are engaged in this great branch of commerce in the metropolis none hold a higher position in the trade than the old and well-known house of Salomon & Phillips, which for more than a generation has been a leading factor in the commerce and manufactures of New York. The house was established in 1867, and almost at the start became recognized as an important factor in the trade. They import everything necessary for the making of shoes in the line of upper leather, and, in fact, handle everything in the line of shoe leather with the exception of soles. They make a specialty of fine goods, and their importations of fine upper leathers are among the largest in the country. Their trade extends all over the United States and is very firmly established, especially as regards the finer grades of goods, because dealers everywhere know that an order placed with this old and reliable firm will be promptly filled, and that the goods shipped and delivered will in every particular meet all the expectations of the consignee. In this way a customer once gained is always retained. Of course this high business standing has not been gained in a day. It is the result of the patient work of years, and tells the story of an active and honorable business career. The main warerooms and salesrooms of the house are in the heart of the great leather district, and there is a branch house at No. 15 South Street, Boston, under the management of Mr. C. Brandt, established especially for the convenience of the New England trade. The members of the firm are Mr. B. J. Salomon, who founded the business in 1867, and Mr. S. Phillips Mendel, who is an active and enterprising man. About three years ago this firm started the Armstrong Leather Company, which was incorporated in 1891, under the laws of New Jersey. This company manufactures colored calf, goat and sheep skins, and the products of their factory at Peabody, Mass., which is under the management of Mr. Wm. Armstrong, have at once taken a prominent position in the market, and are for sale at both the New York and Boston salesrooms. The trade-mark, "Fleur de Lis," which has been adopted for these goods is already well known throughout the country. The officers of this company are: B. J. Salomon, president; S. Phillips Mendel, secretary and treasurer; C. Brandt, vice-president, and William Armstrong, secretary.

ALPHONSE WEIL & BROS., Wool Merchants and Commission Merchants in Hides, Skins, Leather, Tallow, Oil and General Merchandise, No. 70 Gold Street.—This firm are extensive dealers in wool, also commission merchants in hides, skins, leather, tallow, oil and general merchandise, and have always maintained the highest of reputations for handling only first-class goods. This well-known establishment was founded in this city in 1872, by Messrs. Alphonse, Emile, Aaron and Edmond Weil, as a branch of their principal house, located at No. 15 Rue Béranger, Paris, France, and from its commencement has always been the centre of a first-class and influential trade that extends to all portions of the world, and besides the branch house in this city, they have another in Strassburg, Germany. The business occupies an entire five-story and basement building, 25 x 80 feet in dimensions, which is admirably fitted up with every facility. The firm handle both foreign and domestic wool, importing chiefly from Australia, Africa and Europe, and deal quite extensively in all grades and qualities of domestic growths from California, Oregon and eastward states. They also handle large quantities of dry and green hides, skins, leather, tallow, oil and other merchandise from all parts of the world. In the prosecution of their business they exercise sound judgment and careful methods in sorting and grading their stock, and all goods sold by them can be relied upon at all times to come up to the standard of representation or sample. All orders are promptly filled and correspondence receives careful attention and immediate reply. The senior partner, Alphonse, died in the early of part of 1893 in Paris, where he resided, and which is also the home of Mr. Emile Weil, while Aaron and Edmond are residents of this city. All are natives of France and are energetic, representative business men, well known to the trade.

M. E. CLARENDON & SON, Dealers in Green Salted Hides, Nos. 78 and 80 Gold Street.—An old-established and prosperous house engaged in the leather trade, and enjoying a most enviable reputation for handling only first-class products, is that of Messrs. M. E. Clarendon & Son, which was founded in 1866 by Messrs. Thomas Clarendon, M. E. Clarendon and Joseph Willets, under the firm-name of Thomas Clarendon & Co. They soon developed a very large and substantial trade, and carried on the business with unvarying success until 1874, when they were succeeded by Messrs. M. E. Clarendon and E. C. Moore, who continued the business with increasing vigor and trade until 1890, when the present firm became proprietors. Under their able management the business has increased to its present proportions, and extends to all parts of the world. The firm are dealers in all kinds of green salted hides, and with the house's thirty years and more of high standing in the commercial world, they enjoy superior connections with producers and shippers in all the principal cattle regions in the world, and are in constant

receipt of consignments of the best hides to be found in those sources of supply. The premises utilized comprise an entire three-story and basement building, admirably fitted up with special reference to the trade, while the office is supplied with every facility for the transaction of business, including telephone connection, "Cortlandt 3207." Both members of the firm are natives of New Jersey, and reside in Hackensack, that State. They are reliable and honorable and respected by all with whom they have any connections.

NEW YORK BAG COMPANY, Manufacturers of Traveling Bags and Satchels, No. 155 Chambers Street.—This now large and prosperous business was added to the list of manufacturing industries of the metropolis four years ago. It began in a modest way and soon won an enviable reputation in the trade for enterprise, industry and fair dealing. Everybody knows of the big reduction in price and improvement in quality of traveling bags and satchels during the last few years, but not everybody outside the trade in New York knows how much of this is due to the New York Bag Company. The company is composed of young men, all of whom are practical workers and energetic men of business. They established their present business four years ago with the idea in mind that there would be a popular demand for traveling bags and satchels, of convenient size and shape, honestly made and offered at a low price. That they were correct in their idea and fully competent to put it into execution was almost immediately shown by the eagerness with which their product was immediately received by the trade. Two years ago they moved their factory to the present commodious quarters. A specialty of the house is rubber cloth, sheep and split bags, for which there is a large and steadily-growing demand. The bulk of the product is cheap bags—that is, cheap in price but not in quality. Recently they have made a new and experimental departure in the manufacture of banjo and guitar cases and other goods of that line, which, from all indications, is destined to be as successful as the older established lines.

A. FAGOT, Glass Beveler, No. 137 Elm Street.—This gentleman has been established for the past sixteen years, and during that period has succeeded in developing a patronage in all parts of the country and in building up a reputation reflecting the utmost credit upon his methods. The premises occupied are of ample proportions, measuring 50 x 175 feet, and are equipped with special machinery of all kinds, driven by steam power. From twenty to twenty-five hands are employed, and glass beveling is executed in all its branches, including mirrors and all kinds of interior decorative work. A large stock is at all times kept on hand and orders are filled at most liberal terms.

CREIGHTON & BURCH, White Goods, Nos. 10 and 12 Thomas Street.—The trade in white goods is a foremost feature of New York's commerce, very extensive operations being conducted in this line, and numerous well-known firms have their headquarters here. A leader among the number is the house of

Messrs. Creighton & Burch, which was established five years ago, and has since been directed with the most substantial success. The members of the firm, Messrs. Wm. Creighton, Mark H. Burch and Benj. F. Bailey, reside in Brooklyn, and are popularly known in both business and social circles. They are thoroughly experienced in the handling of white goods, and understand perfectly how to satisfactorily meet all the demands of the trade. Their operations extend to all parts of the United States, and their trade connections are

constantly widening and increasing in influence. Messrs. Creighton &



Yours Truly
William Creighton

Burch are sole representatives of the Potomska Mills, of New Bedford, Mass., the Attawaugan and Pequot Mills, of Norwich, Conn., and the Scranton Lace Curtain Company, of Scranton, Pa. The business premises occupied comprise a double store and basement, 50 x 100 feet in dimensions, and admirably appointed throughout. A large staff of clerks, etc., is employed, a heavy stock is at all times carried, and orders from the trade are filled at lowest quotations. Mr. Wm. Creighton, the senior member of the firm, is one of New York's oldest merchants in the white goods business, having been connected with this line since 1859, while Mr. Burch has been connected with it for the past sixteen years. Both gentlemen understand every detail and requirement of the business, and their responsibility and standing in the dry goods trade is unexcelled.

EDWARD SCHENCK, General Auctioneer, Works of Art, Oriental Rugs, Etc., No. 85 Liberty Street.—This gentleman is one of the very oldest and best-known men in his line in New York, having been established for upward of forty years, and does a flourishing business, having customers in all parts of the United States. Mr. Schenck was born at Fishkill, N. Y., but has long been a resident of the metropolis, and is a gentleman of integrity and a solid citizen, with a wide circle of friends. He is well and favorably known in commercial circles and in private life, and resided for many years on Bowling Green, when the vicinity of Battery Park was the fashionable residence quarter of the city. Mr. Schenck is a general auctioneer, and conducts sales at his place of business only. He occupies a 30 x 110-foot floor and basement, one door west of Broadway, and employs an efficient staff of assistants. He receives high-grade furniture and household effects from private residences, and does business on a cash basis entirely. At his establishment can always be found an exceedingly fine assortment, which includes works of art, oil paintings, statuary, Oriental rugs, bric-à-brac, silverware, art clocks, antique ornaments, interior decorations, etc., and there are public sales here once a week. Mr. Schenck is assisted by his son, Mr. Frank H. Schenck, who has had twenty years' experience as an auctioneer.

ROBERT K. CARTER, Purchasing Agent, No. 13 Murray Street.—The leading representative of this field of enterprise is Mr. R. K. Carter, and who has a branch in the Times Building, Pittsburgh. Mr. Carter has been established for the past twenty-five years, and has built up a very extensive trade all over the United States and Canada, and in consequence of his extensive connections is prepared to fill all orders under the most favorable auspices. He is purchasing agent of all kinds of goods for out-of-town houses, making a specialty of buying for firms in the hardware and metal line, and he has over 120 houses as permanent patrons, and all commissions are promptly filled. Mr. Carter was born in Virginia, but has long lived in New York, and is highly esteemed in the community.

GEO. A. CASTOR & CO., Tailors, No. 241 Broadway.—This well-known firm was originally established in Philadelphia by the gentleman whose name is still borne in its title, eighteen years ago, and seven years later the New York concern was inaugurated, and a Boston branch was afterward established. All three are in a prosperous condition, but the New York concern is easily the leader. About five years ago Mr. Castor retired from business to reap the reward of more than a dozen years of well-bestowed and well-appreciated effort. He was succeeded in the ownership of the New York establishment by Messrs. Edward and Charles Morley, who had previously been in his employ, and who are now enjoying the reputation which they had contributed to make for their predecessor. In like manner, on the retirement of Mr. Castor, others of his former employees acquired the control of the Philadelphia and Boston stores. The Messrs. Morley have two establishments in New York, one a store and basement, 27 x 88 feet, at the address above, the other a store at No. 1097 Broadway, conspicuously located on the ground floor of the Fifth Avenue Hotel. Their workshops, in which in busy seasons they give employment to five hundred operatives, are situated on Bond and on Murray Streets. A special feature of their business in conjunction with that of the finished excellence of their garments is their uniform adherence to popular prices. It is their boast that they give the best values of any similar house in the United States, a claim which receives corroboration by the fact that they have regular customers in every part of the Union. The Messrs. Morley are both New Yorkers by birth, their present residence being Orange, N. J.

SARKIS TELFEYAN & CO., Oriental Rugs and Carpets, Makers of Bagdad Portière and Embroideries, No. 47-49 Liberty Street.—The importing house of Sarkis Telfeyan & Co. is one of the largest and best-known importers of Oriental floor coverings in the United States. This house, which was established in New York a little over a year ago by Mr. Sarkis Telfeyan, is a branch of the Constantinople house of Garabed Telfeyan, whose reputation is known in the Orient and now crosses the ocean to build up a house in the chief city of this land that will worthily reflect the reputation of the parent house beyond the seas. The house of G. Telfeyan of Constantinople is widely known as a leading maker of the standard Bagdad portière and dealer in the finest of antique Iran rugs and carpets. The most skilful workers in these beautiful wares are in their employ in their several warehouses in Turkey, and the house has furnished from its stores rugs, carpets, embroideries and other works of Oriental art to adorn the houses of the wealthy classes of Europe and the East, while the tourists visiting Constantinople have found in the sales-rooms of Telfeyan veritable treasures of art, and have brought to the four corners of Europe and to the

chief cities of this land countless specimens of these rare products. For years the beauties of these Oriental goods have been more and more appreciated by the American public, and to supply the growing demand a very large import trade has been developed, S. Telfeyan & Co. being aware of the demands of the greater New York dealers. The selection of Mr. Sarkis Telfeyan as the head of the house in New York was wisely made. He is a gentleman of ability and energy, who has made a most favorable impression in the trade, and his native courtesy has already won him a host of friends.

SHANNON & CO., Importers and Jobbers of Carriage Linings, No. 56 Reade Street, near Broadway.—A time-honored establishment—one that has been in active operation for more than a half century and has been a valued factor in the development of New York's commerce—is that now conducted by Messrs. Shannon & Co. This noteworthy emporium was originally founded by Martine & Co., over fifty years ago, and was conducted by that firm up to October, 1890, when the present proprietors, Messrs. Wm. Shannon and Wm. J. Burnett, succeeded to the control, adopting the firm title of Shannon & Co. Mr. Shannon has been connected with the house twenty-one years, Mr. Burnett seventeen years, and the former travels in the firm's interest. Commodious, well-appointed quarters are occupied, and here the firm conduct a flourishing trade as direct importers and jobbers of carriage linings, cloths, carpets, plushes, silks, satins, goatskins, fringes, buckram, serim, etc. A large stock of the choicest goods in this line is at all times carried, and the trade supplied extends all over the Middle and Western States.

GOODDAY & CANTIER, Manufacturers of Leather Specialties and Advertising Novelties, No. 49 West Broadway.—This business concern was inaugurated but a few years since by its present proprietors, Messrs. G. L. Goodday and E. A. Cantier, the former a native of Brooklyn, the latter of New York, and both residents of this city. Through the energy, push, enterprise and ability displayed in their management of affairs, they have built up a large business connection all throughout the United States and Canada. The firm manufacture leather specialties and advertising novelties in large variety, and have numerous patented articles of much merit. Among these are the "Ladies' W. & G. Safety Traveling and Shopping Pockets," knife cases, razor cases, revolver cases, pipe cases, eye-glass cases, pistol pockets and all kinds of leather goods for the cutlery, gun, optical and dry goods trades. Messrs. Goodday & Cantier also have a workshop at No. 101 Avenue D, and employ upward of fifty hands in all.

F. AD. RICHTER & CO., B. E. Lorenz, General Manager, Importers and Manufacturers of the Celebrated "Anchor Boxes" of Stone Building Blocks, No. 17 Warren Street.—The great house of F. Ad. Richter & Co., manufacturers of the celebrated "Anchor Blocks" of real stone—"the toy of toys"—have their mammoth factories and headquarters at Rudolstadt, Germany; with branches in Vienna, Austria; London, England; Olten, Switzerland; Rotterdam, Nuremberg, Brussels, Leipsic and Konstein, and an American house as above. The latter house was opened in 1886, and Mr. B. E. Lorenz has been the general manager for the past five years. He carries a full line of the "Anchor" specialties in stock, and is prepared to supply the trade throughout the entire United States. The Anchor Blocks are by no means a mere toy, but an instructive occupation. Their advantages are many and unequalled, and are admitted by both old and young. The designs for buildings being registered, they cannot be reproduced or used by anyone, therefore all imitated boxes can only contain inferior designs. The same is to be said of the Anchor building stones; all the newer shapes are registered and are thus protected from imitation. Without these new shapes, as introduced by this firm, it is impossible to construct buildings of equal beauty. The great durability and extraordinary exactness of the Anchor building stones is well known and unsurpassed. The management is thoroughly educated to the business, and has made it a close practical study, developing every feature with a keen appreciation of public expectation and demand. Orders by telephone, "2689 Cortlandt," by telegraph or mail, will be promptly filled by Mr. Lorenz, who is thoroughly painstaking and reliable in meeting every demand.

R. S. MANN, Merchant Tailor, No. 89 Beaver Street, near Wall Street.—Mr. Mann established business here in 1860, and the house has long been recognized as a tower of strength in the merchant tailoring trade, and a popular source of supply for well-made and perfectly-fitting garments. Mr. Mann occupies spacious and elegantly-appointed quarters, and is in a position to guarantee the prompt and perfect fulfilment of all orders. Here is exhibited one of the finest stocks of cloths and trimmings to be found in the city. It is complete in material, design and novelty, and the very best sources of American and European productions have contributed to its wealth. Mr. Mann devotes his entire time and talents to fine custom work, and the garments made by him to measure are recognized as simply perfection in style, fit and artistic workmanship. To seek his services once is to be his patron always. Among his permanent customers are very many of New York's best-dressed citizens, gentlemen young and old, who understand the merits of a thoroughly first-

class tailor, and who find in this establishment not only a line of goods that is at all times superior, but a place where the general make-up, fit and trimming of a garment are matters of careful consideration and study. Mr. Mann is a native of Pennsylvania and a well-known resident of this city.

T. HOMAS J. TAYLOR, Manufacturer of Real Tortoise Shell, and Importer of Celluloid and Fancy Ornaments for the Hair, No. 404 Broadway.—The finest goods of the kind manufactured in New York City are those made by Mr. Taylor, at his factory, No. 239 Centre Street. At this address he occupies commodious quarters, fully equipped with steam power machinery, and employment is found for a large number of skilled workmen. Mr. Taylor manufactures a superior line of real tortoise shell goods of all kinds in a numberless variety of designs, and the output of the works is a very extensive one. Mr. Taylor is also a heavy importer of celluloid and fancy ornaments for the hair, securing his supplies direct from the most reliable foreign manufacturers, and the demand met by him comes from all parts of the United States. The business of this house was established by Mr. Taylor, in 1884. At his salesroom is shown a complete assortment of the fine goods handled. Mr. Taylor was born in this city, where he has achieved such a splendid business success.

M. MURRAY & BROKING, Finished Cotton Goods, No. 111 Duane Street.—The converter of cotton goods occupies an important position among the mercantile interests of the metropolis and many extensive houses are engaged in this line. One of the oldest and most favorably known among the number is that of Messrs. Murray & Broking, located at the address above. The house was established over thirty years ago by Mr. W. L. Murray, who continued at the head of affairs up to August 1, 1886, when his death occurred, and in 1890 the firm became Murray, Broking & Frost, this style continuing up to March, 1894, when the present firm assumed control, the copartners being Miss Annie Murray and Mrs. M. A. Lewis, sisters of the late W. L. Murray, and Mr. H. C. Broking, active manager of the business, who has been connected with the house the past twenty-five years. He was born in the Sixth Ward, New York City, resides at Carlstadt, N. J., and is popularly known in commercial circles. The firm occupy a spacious store, basement and sub-basement, employ a staff of experienced clerks, and carry a full line of finished cotton and linen goods. The trade supplied extends throughout the United States and Canada, and continues to steadily grow in volume and influence.

✽ NEW YORK-1894, ✽



CONTINENTAL INSURANCE CO.'S BUILDING, No. 46 CEDAR STREET.

HERMANN RÖLKER, General Agent for the Novelty Point Works, Francis's Stemming and Glazier Points, Room 3, No. 218 Fulton Street.—The development of many new industries in the United States, which are the result of the rapid increase of wealth and prosperity of our people, has placed many enterprises in the foreground that were scarcely known to the public a score of years ago. Since their establishment in this country they have been developed to very great proportions, and have afforded employment to many thousands of persons. A business of this character that has become one of great importance is the manufacture of stemming and glazier points. A prosperous and thoroughly reliable concern devoted to this special line of trade in the metropolis is that of Hermann Rölker, general agent for the Novelty Point Works, manufacturers of Francis's stemming and glazier points. This gentleman is a native of this city, but received his education in Germany, and after his return he devoted his attention to this particular branch of trade, and in 1894 established this enterprise, which has become the centre of a very liberal and influential patronage, derived from many of the leading horticultural architects and builders throughout the civilized world. The output of the Novelty Point Works, for which he is the agent, is recognized as the best in the world, and as the goods become better known the business increases. His office is of ample dimensions and fitted up with every facility and convenience for the speedy transaction of business. The plant of the company is located in Madison, N. J., and is fully equipped with the latest improved machinery designed for this special product, while steady employment is furnished a force of fifty experienced workmen. The products are made of the very best materials and are especially designed for horticultural architects, builders of conservatories, greenhouses and similar structures, and all goods ordered are shipped direct by Mr. Rölker. The prices are the very lowest to be obtained in the market. A specialty is made of Francis's stemming and glazier points and other horticulturists' supplies. Mr. Rölker is a young man of marked business ability, energetic and reliable, and holds a prominent position in social and commercial circles.

LEO POPPER & SONS, Importers and Manufacturers of Mirrors, Plate and Colored Sheet Glass and Glass Stainers' Supplies, Nos. 5, 7, 9, 11, 13 and 15 Sullivan Street, between Grand and Canal Streets.—This firm are extensive manufacturers of onyx and alabaster signs, while they are also prominent as importers and manufacturers of mirrors, plate and colored sheet glass, and glass stainers' supplies. The business was founded in 1879 by Mr. Leo Popper, and in 1884 Messrs. Edwin S. and Caleb C. Popper were admitted to partnership. They occupy large and commodious premises for manufacturing and sales purposes, and give steady employment to a competent force of skilled hands. Onyx and alabaster plate is a new composition which can be beveled, drilled and engraved, and, in fact, has all the good qualities of all the metals, in-

cluding brilliancy, and none of the poorer qualities of the baser metals or stone. It is particularly adapted for sign work, especially outside signs, as they are not affected by the weather. They show no sign of wear, are always clean, handsome and brilliant, and the combination of jet black and gold, or pure milk white and gold, is strikingly and highly attractive. Many of the leading merchants on Broadway have beautified their buildings with onyx signs, and they are noticed on the Vendome Hotel and Café, the clothing store of N. J. Schloss & Co., and on the new building of Healy & Co., coach builders, Broadway and Fifty-first Street. This firm also make onyx dials for tower and street clocks, onyx memorials, onyx and alabaster tiles, and lettering of all kinds. They likewise produce signs on black glass and manufacture looking-glasses, buttons, beads, glass pendants, etc. They import immense quantities of glass from Germany, France, Belgium, England, Austria and other foreign countries, carrying one of the largest and finest assorted stocks of French plate glass, window, car and coach glass, enameled, colored, ground and cathedral glass to be found in the city. Orders of whatever magnitude are filled without delay on the most favorable terms, and the trade is large and influential in all parts of the United States. The honored senior partner and founder of the house is a native of Austria, a resident of the city since boyhood, and a well-known member of the F. & A. M., and I. O. O. F., while the sons are New Yorkers by birth, trained in the business from their youth up.

BORSUM BROTHERS, Importers and Manufacturers of Metal and Glass Polishes, No. 202 Fulton Street.—This enterprising firm was established in 1892, the partnership consisting of Louis Borsum and Fred. S. Williams. The former resides in Plainfield, N. J., and the latter lives in New York. The firm are importers and manufacturers of metal and glass polishes, and are sole American agents for the celebrated (red) Putz-Pulver. They have a well-equipped factory in Jersey City, and employ a number of hands there. They produce and handle a distinctly superior line of goods and do a large business, their trade extending all over the United States, with some export, also. Their Royal polish, for gold, silverware, nickel, tin, etc., and for windows, mirrors, show cases, etc., is a preparation of exceptional excellence, and conceded to be without an equal. Their "Brilliantine" polishing powder, for brass, copper, etc., and their "Trumfine" polishing paste (Putz-Pomade) are also noted for their superiority and command extensive sale. Borsum's Putz-Liquid polish is, by general assent, the very best article for the purposes intended on the market, and is in widespread and growing use among engineers, yachtsmen, horsemen, cyclers, soldiers, sailors, housekeepers, storekeepers, janitors and all who desire a perfect polish. They are prepared to quote prices on anything in the line of high-grade metal and glass polishes, and will warrant every article sold by them just as represented.

COOKE & TOTTEEN, Electroplating, Nos. 20 and 22 Jacob Street, corner Frankfort Street.—One of the oldest and best-equipped houses engaged in electroplating in New York is that of Messrs. Cooke & Totten, which was originally founded in 1860, in Newark, N. J., by Mr. John Cooke, who, when he retired in 1886, was succeeded by his son, Jos. S. Cooke, and Francis E. Totten, who adopted the present firm-name and removed to New York. Mr. Cooke is a native of Newark, his partner of Morristown, N. J., and both reside in Newark. They are practical electroplaters of thorough experience, and employ none but skilled assistants. The premises occupied comprise a floor, 20 x 40 x 100 feet in dimensions. The works are equipped with steam power and the most improved appliances. Messrs. Cooke & Totten execute a general line of electroplating in gold, silver, nickel, copper, brass and oxidizing, and meet all orders promptly at lowest charges, all work being done in first-class manner.

J. DE BEAUVAIS, Machine and Repair Shop, Nos. 2 and 4 Howard Street, corner Centre.—One of the oldest and best-known machine and repair shops in the metropolis is that which has been so long conducted by Mr. J. De Beauvais, who is recognized as one of the most expert mechanical engineers in the United States. Mr. De Beauvais established his present business in 1855, and has made a reputation as an inventor of special machinery which is used in all parts of the world. He has made a specialty of the manufacture of macaroni, chocolate and tobacco machines, large numbers of which have been exported to Mexico and South America. He also does a general repair business, and his specialty is the repairing of intricate machinery which requires the most expert knowledge. The machine shop, occupying the basement floor, 50 x 75 feet in area, is equipped with steam power machinery of the highest class, and fifteen expert hands are employed. Mr. De Beauvais has for many years been an esteemed resident of New York City.

J. F. GILLEN, Brass Founder, No. 4 Howard, corner Centre Street.—But few, if any, in his particular line in this city, sustain a better reputation than J. F. Gillen, the well-known brass founder, who turns out a superior class of work. He has excellent facilities and can execute orders in the most expeditious manner, manufacturing brass, bronze and composition castings of every description. This thriving and prosperous business was established about fifteen years ago by M. S. Clark, and came into control of the present proprietor in 1890. Mr. Gillen, who lives in Brooklyn, is a man of skill and thorough practical experience, and gives close personal attention to every detail of the business. His establishment is commodious and well equipped, and ten or more competent workmen are employed by him. Brass, bronze and composition castings

for all purposes are manufactured by him on short notice and at lowest prices, and he is prepared to furnish estimates on anything in this line.

H. GAMBERT, Manufacturer of Perfumery and Barbers' Supplies, No. 31 Cortlandt Street, one door from Church Street.—This gentleman is a manufacturer of perfumery and barbers' supplies, with a trade extending all over New York, Jersey City, Brooklyn, Hoboken and adjoining districts. Mr. Gambert began business in 1880, at 117 Clinton street, removing thence to his present address in May, 1894. The premises occupied are 25 x 125 feet in dimensions, and equipped in the most complete manner with all conveniences for the dispatch of business. Ten hands are employed here, while two salesmen represent the house on the road. A large stock is carried of razors, scissors, hones and towels, barbers' chairs and fixtures of all kinds, which are bought, sold or exchanged. Shaving-mugs are decorated in any desired design, while a specialty is made of grinding. All orders are filled at lowest prices. Mr. Gambert was born in Libau, Kurland, Russia, but has resided in the United States thirty-five years. During the war he served four years with the Twentieth New York infantry and Fifteenth New York heavy artillery, enlisting as a private and winning promotion to a lieutenancy. He is a member of Koltes Post, No. 32, G. A. R., also the Knights of Honor.

RICHARD L. MAC HALE, General Machinist, Manufacturer of Bakers' and Confectioners' Machinery, Nos. 129 to 135 Mangin Street.—A widely-known and reliable exponent of this trade here is found in Mr. Richard L. Mac Hale, who was born in England and came to this country some twenty-five years ago. He is a thorough master of his business in its every branch, and has had long practical and valuable experience. He has been connected with some of the largest iron works and machine shops in New York, and during four years he filled the position of superintendent for Henry J. McCollum, whose iron works was on Eldridge Street, and who has since retired. Mr. Mac Hale embarked in business for himself in 1892, and has since built up an influential connection. His premises cover an area of 100 x 100 feet, and are well equipped with modern machinery and appliances, while from twenty to twenty-five experienced workmen are employed. Mr. Mac Hale makes a specialty of manufacturing bakers' and confectioners' machinery, such as dough mixers, brakes, cutters, ovens, etc., and in these he does a large business all over the United States, also in South America and Cuba. He is also prepared to make and repair all kinds of machinery, to furnish and put up shafting, pulleys and hangers, also manufacturing iron and steel forgings and executing general blacksmithing. Estimates are furnished and the facilities for doing all kinds of work in this line are of the best, and full satisfaction is always guaranteed.

HENRY L. YOUNG, Show Cases and Store Fixtures, No. 448 Canal Street.—The leading headquarters in the metropolis for show cases and patent glass counters of the latest improved style and pattern is the establishment of Henry L. Young. This gentleman is deservedly prominent in the trade as sole agent in New York for the well-known firm of N. & P. Scott, manufacturers of show cases and store fixtures, of Nos. 440-444 Adelphi Street, Brooklyn, N. Y., while he is likewise agent for the Grand Exhibition Show Case Company, manufacturers of Pifferling Patent Notion Glass Counters, of this city. Mr. Young was connected with the manufactory of N. & P. Scott for a period of ten years, and there acquired a foundation understanding of all the details of the trade. He came into control of their business here in New York in 1894, and enjoys a large and influential patronage, local, suburban and country-wide. He became the agent for the Grand Exhibition Show Case Company in 1894, and with such a combination of connections and facilities, he is enabled to maintain the lead in his line of trade against all rivals. The show cases manufactured by N. & P. Scott, of Brooklyn, are built upon common sense principles in the most approved styles, and are noted for beauty of design, symmetry of shape and artistic workmanship. They have long been in preferential demand not only in this country, but also in Canada, South America, Norway, Sweden, the West Indies and various European ports. The Pifferling Patent Notion Glass Counters are admirably adapted for drug, jewelry and furnishing goods stores, and a brisk business is done by Mr. Young in fitting up such institutions complete with these handsome cases. These patented glass counter cases present the only practical solution of the problem confronting every retailer, of how to utilize his room for displaying stock without trouble, and selling continuously from the goods displayed. They are arranged with deep back drawers, velvet-lined trays, made in all colors of wood and also metal, and have bevel or oval glass front, giving an uninterrupted view of all articles, and thus insuring ready sales. Among the prominent retailers who have adopted these cases may be named: Simpson, Crawford & Simpson, Ehrich Brothers, J. Lichtenstein & Sons, Garry Brothers, I. Jungmann, B. Eckstein & Co., McPartland & O'Flaherty, D. Kreuder, M. Sulzberger, A. Terhune, and others in this city, also leading merchants throughout the country. Orders are filled with promptness and care, and the trade will consult their own interests by accepting the advantages offered through this house.

E. N. ERICKSON, Financial and General Advertising Agency, Nos. 530-532 Temple Court.—This is one of the oldest and foremost newspaper advertising agencies. It was established by the late Wm. B. Shattuck, at No. 119 Nassau Street (the present Nassau Street entrance to Temple Court), in 1856. Mr. Erickson entered the employ of the agency in 1863, ten years later became the business manager, and in 1877 succeeded to the entire business. The *Commercial and*

Financial Chronicle, commenting upon Mr. Erickson's assumption of the management of the agency, says: "Mr. Erickson's extensive experience with this house for the past ten years, during which time he assisted in placing the heavy advertising contracts for the United States Government loans, Pacific Railroad bonds, and other large financial and mercantile transactions, eminently qualifies him for his present responsible position; while his thorough familiarity with the business in all its details, and his well-known promptness in dispatching it, will be beneficial to both advertisers and publishers." Mr. Erickson is widely and favorably known in financial, mercantile and newspaper circles, and fully sustains the reputation he enjoys for ability and integrity. He has a substantial patronage and numbers in his *clientèle* many large corporations, prominent bankers, merchants and manufacturers. Personally he is a gentleman of courteous manners and the highest integrity of character, as well as a man of business ability and of long and varied experience. His relations with the press throughout the entire country, and his thorough familiarity with every detail pertaining to the advertising business, enable him to obtain every possible advantage and satisfactorily promote the interests of his clients. Mr. Erickson has for many years been the United States representative for Messrs. David Syme & Co., Melbourne, Australia. The Messrs. Syme & Co. are the publishers of the *Age, Leader* and *Illustrated Australian News*, the *Age* being the leading daily published in Australasian colonies.

H. R. DIXON, Public Accountant, No. 61 Broadway.—In his line Mr. Dixon has few equals and no superiors, and has often been complimented in public and private upon his ability to solve the most intricate and perplexing difficulties of private and public accounts. He is a graduate of Columbia College, New York, and has practiced in all the State courts, his business career extending over a period of thirty-eight years. It is in the interests of all concerned that the accounts of firms and corporations should be occasionally overhauled by a disinterested accountant. In such cases mere suspicions of something being wrong are removed and peace of mind secured, while in other cases, where no suspicion may exist, defalcations are detected. There is no doubt that many business men are unable to tell whether their ledgers, cash books, journals, etc., are correctly kept, or are being muddled by incompetent clerks or are purposely falsified by dishonest parties. Mr. Dixon's long experience enables him to quickly locate discrepancies, and night or day, or both, he is prepared to make special examination, in strict confidence, of commercial or estate accounts, bank reports, business ledgers, trial balances or any matters of a financial or mercantile nature in the city or out of it. Some of his clients are: Adams Express Company, Leonard Moody, New York Biscuit Company, Lister Chemical Company, Hale Manufacturing Company, Hubbard, Price & Co., and the International Barter Company. Mr. Dixon is a native of New York City.

WIGHT & LACKEY, Agents for The Bromley Manufacturing Company, Manufacturers of Chenille Curtains and Covers and Lace Curtains, Nos. 415 and 417 Broadway, corner of Canal Street.—This is the largest concern of the kind in the world, and the most widely known in their line, being manufacturers of chenille curtains and covers and lace curtains. The concern was established in 1845, by Mr. John Bromley, the firm afterward becoming John Bromley's Sons, on the decease of the founder, and later they established The Bromley Manufacturing Company. The company have a very finely equipped plant, employ about 2,800 hands, and the output is one of vast magnitude. The goods are made in a great variety of designs, new patterns being constantly introduced, and the specialties handled are unsurpassed in design, make, utility and durability. The agents for the company, Messrs. Wight & Lackey, have headquarters as above, where they occupy large offices of spacious dimensions. This house was founded by Messrs. Wight & Co., fifteen years ago, as importers of lace curtains, and five years ago, when the present firm was organized, they were appointed sole selling agents for The Bromley Manufacturing Company. The co-partners, Messrs. C. H. Wight and Geo. E. Lackey, the former a native of Cambridge, Mass., and a resident of New York thirty years, the latter a native of this city, are business men of mature experience, widely and most popularly known in commercial circles for their energy and enterprise. Their representatives reach all of the large cities of the country, and all of the demands of the trade are invariably met in the most acceptable manner.

G. K. SHERIDAN & CO., Cotton Duck, Sheetings, Shirts and Osnaburghs, No. 68 Thomas Street, near West Broadway.—One of the oldest and best-known houses in its special line in this city is that of Messrs. G. K. Sheridan & Co., jobbers and commission merchants in cotton duck. This establishment was founded fifty years ago by T. N. Underhill & Co., who were succeeded by Mr. Geo. W. Powers, the firm afterward becoming Geo. W. Powers & Co., and the latter were succeeded by Mr. Geo. K. Sheridan. About thirty years ago the present firm was organized, the co-partners being Messrs. G. K. Sheridan and John O'Rourke, business men of mature experience, well and favorably known in financial and commercial circles. They enjoy an excellent reputation because of their sterling and commendable business methods. Commodious, conveniently-appointed quarters are occupied for business purposes, and a full stock is at all times carried, consisting of cotton duck of all widths and numbers, sheetings, shirts and osnaburghs, all of the most reliable manufacture. The trade of the house extends to all parts of the world, and all who form relations with it are certain to have their interests advanced in the most substantial manner.

WILKENS BROTHERS, Horse Hair, Bristles, Root, Etc., No. 395 Pearl Street.—Among the notable establishments that sprang into existence in 1894 must be included that of the Messrs. Wilkens Brothers, who are manufacturers, wholesale and retail dealers in curled hair, drawn horse hair, bristles, tampico and similar goods, which they secure in extensive quantities direct from the leading sources of production at the most favorable terms, which enables them to quote the lowest prices to their patrons. They have already developed a large trade in the United States and Canada, and this is steadily increasing in volume. The premises occupied by the Messrs. Wilkens Brothers comprise a four-story building, 120 feet in depth, at the address already given, also a large warehouse at No. 34 Vandewater Street. An immense stock of goods is carried, and orders from any section are filled with the promptness and care that marks all the transactions of this reliable firm. The co-partners, Messrs. Ludo Wilkens and Alfred Wilkens, are sons of the late Mr. Louis Wilkens, and are both natives of the Empire State and reside in this city, where they enjoy an excellent reputation and are held in general esteem.

LAWRENCE & CO., Dry Goods Commission Merchants, Dnane and Thomas Streets.—Messrs. Lawrence & Co., of Boston, Philadelphia, Chicago and New York, are dry goods commission merchants of large experience and high repute, and are especially prominent as selling agents for the Pacific Mills, of Lawrence, Mass., the Cocheco Manufacturing Company, of Dover, N. H., and the Salmon Falls Manufacturing Company, of Salmon Falls, N. H. This reputable house was founded in 1843, by Mason & Lawrence (Amos A.), and in 1860 the firm-name of Lawrence & Co. was adopted. The honored head of the house, Mr. Amos A. Lawrence, died in August, 1886, after a lengthy and useful career, and was succeeded by his son, Mr. Amory A. Lawrence, together with Messrs. Alfred Ray, Fred. W. Haynes, Henry S. Howe and Henry C. Everett, who form the present firm. The business premises comprise the ground floor, basement and sub-basement, each measuring 40 x 175 feet, where is carried a very heavy and complete stock from which to fill current orders. Few houses in the metropolis have daily transactions of such magnitude and involving such transfers of goods as has this concern. Orders are filled both from here and from the mills, and the trade is immense and influential throughout the length and breadth of the United States, large quantities of goods being also disposed of to exporters. A corps of forty clerks and salesmen are kept busy in this city, while salesrooms are likewise operated at Boston, Philadelphia and Chicago. Messrs. Lawrence, Howe and Everett reside in Boston, while Messrs. Ray and Haynes are resident partners in this city.

ECONOMY CLEAN TOWEL SUPPLY COMPANY, Chas. A. Maurice, Manager, No. 19 Park Place.—One of the most unique industries of the times, as well as one of the most useful, is that of the supply of clean towels and adjuncts. The originator of this enterprise was Mr. Chas. A. Maurice, who conceived the idea in 1885, when he established business in this city, and he has since conducted flourishing operations in carrying out his excellent scheme. Mr. Maurice conducts business under the title of the Economy Clean Towel Supply Company, and his facilities are of the most complete character for the purpose of satisfactorily meeting the wants of his customers. He has two fine teams daily employed in carrying fresh supplies to banks, offices and stores in all parts of the city. He furnishes subscribers a complete toilet cabinet, together with comb and brush, soap dish, toilet soap and a regular supply of clean towels, at the following low prices: Four towels a week, 75 cents a month; six towels a week, \$1 a month. Blacking stands, polishers, daubers and blacking are furnished for 25 cents additional. First-class service is assured all patrons. Orders may be sent by telephone, call "180, Cortlandt."

BISSELL CARPET SWEEPER COMPANY, Grand Rapids, Mich., T. W. Williams, Manager Eastern and Export Department, No. 103 Chambers Street.—The articles manufactured by this company are in all respects the most perfect and effective and in every way meritorious contrivances for the purposes intended ever devised. They are made in fifty different designs, and in an assortment of styles and sizes, and at prices that meet the whole range of requirement. The Bissell carpet sweepers have been on the market now some twenty years, and have world-wide celebrity. Melville A. Bissell, the founder of this flourishing enterprise, saw the need of a good carpet sweeper, and proceeded to supply it. He soon produced and secured letters patent on the only sweepers that actually swept, and by his energy and push soon built a business and factories that now supply eighty-five per cent. of all the carpet sweepers used in the entire world. These machines are turned out at the rate of 1,200 per day, and the demand for them keeps steadily increasing. Their claim to superiority over all other such machines is in the fact that they are SWEEPERS, not merely crumb brushes. The broom action controlled by their patents is the most valuable feature in this line and is the only feature by which a sweeper becomes self-adjustable to every kind of carpet. It is vital in a carpet sweeper, and without it you obtain but a crumb brush. The reversible bail, patented, with its spring attachments, holds every wheel of the sweeper always firmly on the carpet. The brush is made by a patent machine process—by a machine which is marvelous in its construction—and the brushes outlast the sweepers. The dumping devices controlled by patents are without a rival in convenience, and so on through the minor



features. Sixty patents cover the devices of the Bissells. A department of invention is constantly maintained to improve and perfect them, though no one can see where they need it. Medals, in gold, silver and bronze, have been awarded Bissell exhibits at every exposition, both at home and in foreign countries, where they have been represented. The Bissell Carpet Sweeper Company added during the year 1893 a six-story building to their factory, and their plant now contains 160,000 square feet of floor space. Employment is given to 400 hands in the manufacturing departments, and the productive capacity exceeds 1,500 sweepers per day. Besides the branches in New York, No. 86 Washington Street, Boston, Mass., London, Paris and Hamburg, they have agencies in Brussels, Rotterdam, Guttentberg, Sydney and Melbourne, with factories at Grand Rapids, Mich., and Toronto, Canada. The officers of the company are as follows, viz.: Mrs. M. R. Bissell, president; C. B. Judd, vice-president, secretary and general manager; M. Shanahan, treasurer, and T. W. Williams, eastern manager.

DELISLE'S French Restaurants, No. 92 Fulton Street and Central Building, No. 143 Liberty Street.—Delisle's French restaurant has for the past twenty-two years occupied a niche in the esteem of the epicure and the lover of choice solid and liquid refreshments peculiarly its own. It is *par excellence* New York's finest café and restaurant, being justly famed for its toothsome *cuisine*, luscious mollusks, fine brands of wines and table delicacies, and its patronage, which is at once substantial and influential, is growing apace with years. The business was established in Fulton Street in 1872, and in 1892 the elegant rooms in the Central Building were opened to the public. Here, one-half of the ninth floor is occupied as a dining-room, and the seating capacity is about 400. They also have three private dining-rooms. The roof garden is the most pleasant and coolest dining-room in the city, and affords a magnificent view of the Bay. It is open from May to October. The appointments throughout are of the most elaborate kind; the service is of a very superior character, and the edibles and drinkables are the very choicest the markets afford. The Blue Points, Saddle Rocks and other varieties of bivalves are a feast fit for a king, while the chops, steaks, sea food, game and luxuries served here are palate-ticklers; terrapin, white bait and wild fowl in their respective seasons, being specialties. Mr. Delisle is a direct importer of Swiss wines, and his buffet is a noteworthy feature of the place. Breakfast is served to order from 7 to 10 A.M.; *table d'hôte* dinner from 11 A.M. to 8 P.M., and lunch from 11 A.M. to 3 P.M. *A la carte* all day. The culinary and pastry departments are in charge of an experienced *chef* and cook, and the proprietor exercises close, personal supervision over the entire establishment. The business in Fulton Street is under the management of Mr. N. Delisle, while that in the Central Building is very efficiently controlled by Mr. A. Delisle. Mr. L. F. Delisle, the popular proprietor, is a native of Switzerland, but has been a resident of New York for many years.

THOMAS J. PATTON, Gentlemen's Fine Hats, No. 50 Church Street.—While one of the indispensable articles of every man's attire is his hat, few persons stop to consider the magnitude of this industry, which must be sustained in order to meet the demands for head-gear. In relation to this subject mention is made of Mr. Thomas J. Patton. The sign of "Patton" is familiar to every New Yorker, and his place of business has been prominently in the eyes of the public since he opened his house in 1890. Born in Manchester, Conn., Mr. Patton has resided in this city since a lad, and has followed the hat line all of his life. He is a young man, a fact mentioned because he is regarded as one of the most reliable among the junior hat dealers of the city. His salesroom reveals the most exquisite styles of the celebrated brands of hats, including those that are New York, Connecticut and London made. The best quality of material is found in these hats, and correct fashions may invariably be depended upon. The store is dressed in a manner that reveals a high order of goods, and the patrons of the house comprise many business men, professional men and leaders of social circles who have, through the experience of purchase and wear, found the Patton hats to possess superior quality and to be of exceptional value. The process of manufacturing hats is familiar to intelligent persons and calls for no rehearsal of methods, but it is not out of the way to assert that the goods handled by Mr. Patton are produced by eminent makers, from paragon material, after models that insure the greatest degree of durability, and by workmen whose skill is unsurpassed. Mr. Patton's name is therefore identified with the handling of the best products in the hat line, and having scored his reputation upon that basis, his every effort is extended in the direction of sustaining that good rating as well as widening the scope of his trade territory.

GEORGE M. NESS, Jr., Engraver, Die Sinker and Letter Cutter, Printing Dies for Wood Boxes, Stencil Dies, Etc., Electric Supplies, Etc., No. 61 Fulton Street.—This well-known house was founded originally in 1890, in the stamp and engraving business, by Mr. William Krogsrud, who at once developed a very large and substantial patronage as a manufacturer of steel stamps, burning brands and stencils, brass plate work, die sinker, engraver and letter cutter, also of printing dies for wood boxes, seal presses, stencil dies, etc. In 1892 he added to his already increasing business that of manufacturing electric bells, burglar alarms, annunciators, batteries and amateurs' supplies in electrical apparatus, under the firm title of The Home Electric Supply Company, which consisted of himself and his brother, Nicholas B., and in this special branch of their business they were the sole manufacturers of "The Excelsior" Home Medical Cabinet, with graduating dial (on which a patent has been applied for) intended for physicians' and patients' use. Owing to the lamented decease of Mr. W. Krogsrud in 1894, the business passed into the

hands of his brother-in-law, Mr. George M. Ness, Jr., as manager of the estate. The premises utilized are amply spacious and commodious, and thoroughly equipped with special machinery, tools and appliances, and with every convenience for the transaction of business, while steady employment is furnished a full force of skilled hands. A complete assortment of stencils, alphabetical dies and seal presses is kept constantly on hand, and all orders are promptly filled at the very lowest prices. Mr. Ness is a young man, a native and resident of Brooklyn, and highly esteemed in commercial circles.

WILLIAM A. FORCE & CO., Manufacturers and Patentees of Railroad and Commercial Dating Stamps, Seal Presses, Dating and Time Stamps, Consecutive Numbering Machines, Etc., No. 59 Beekman Street.—The leading and best-known house engaged in the manufacture and sale of specialties and novelties in this

line in New York is that of Messrs. William A. Force & Co., whose factory is at Nos. 63 to 71 Clymer Street, Brooklyn. This firm are extensive manufacturers and dealers in metal and rubber stamps, numbering machines, railroad and commercial dating stamps, seals, wax seals, stencils, steel stamps, shoe-lining markers, ticket punches, type printers, pocket stamps, check punches, pads, inks, etc. The business was founded in 1873 by Mr. William A. Force, and in 1892 the present firm was organized by the admission of Mr. Harry D. Dye to partnership. The firm make a leading specialty of consecutive numbering machines. Their automatic "Paragon" is constructed to print continuously, consecutively and duplicating. The Lever "Paragon" represents the same elements of construction, but the movement of changing the number is controlled by the lever instead of being automatic. The Haney Typograph Numberer numbers in consecutive order at each impression of the printing press, and does the work with absolute precision and uniformity. All Haney typograph numberers are guaranteed free from imperfections, and to accomplish, in a manner not excelled by any other device, the work of automatic consecutive numbering in connection with type on cylinder and job printing presses. Many of the leading business houses in this city and throughout the country secure their supplies of this house. Mr. Force is a native of England, who came to America in 1870, while Mr. Dye is a Philadelphian by birth, and both are gentlemen of large experience, wide acquaintance and high repute in the business world.



C. **A. ZOEIBISCH & SONS**, Importers of and Wholesale Dealers in Musical Instruments, Strings, Etc., No. 19 Murray Street.—One of the most enterprising and progressive houses engaged in this branch of commerce in New York is that of Messrs. C. A. Zoebisch & Sons, who are extensive importers of and wholesale dealers in musical instruments, strings, etc., handling everything in this line save pianos and organs, and making a specialty of C. F. Martin & Co.'s celebrated guitars. The business was founded in 1842, by Mr. C. A. Zoebisch, who is probably the oldest music dealer in the trade in New York. He brought to bear upon the business a wide range of practical experience, acquired in Germany, as a manufacturer of brass instruments, which industry he carried on here for many years with great success. His son, Mr. Clement T. Zoebisch, was admitted to partnership in 1876, and the firm have of late years devoted their time to the importation and sale of guitars, brass and German silver band instruments, violin strings, flutes, piccolos, clarinets and the best makes of French, German and Italian musical instruments. The Martin guitars have been for over sixty years, and are still, the only reliable instruments used by all first-class professionals and amateurs throughout the country. They enjoy a world-wide reputation, and testimonials could be added from the best solo players ever known. They still stand without a rival in America or Europe. Other specialties handled by this firm are "Besson," "Courtois" and "Distin" styles, patent light piston valve cornets and band instruments; genuine "Meyer" flutes and piccolos, "Borteling" clarinets and flutes, A. W. White's chin rests, "Rogers" best drum heads, Boehm flutes, etc. Jobbers and retailers are supplied on the most favorable terms, and their trade is large throughout the United States, while large quantities of American goods are exported to England and Europe. The honored senior partner is a native of Germany, while the son was born in this city; and the two combine ripe experience and vigorous enterprise to form a firm of commanding influence.

H. **WERLEMANN**, Agent for H. Pieper, Liège, Belgium, Firearms, Nos. 97 and 99 Reade Street.—Few, if any, among the manufacturers of firearms in Continental Europe are better known than H. Pieper, of Liège, Belgium. He is a famous gunmaker, and his productions are noted for accuracy of aim, finish and general excellence. The rifles, guns, revolvers, barrels, etc., manufactured by him are of a distinctly superior character, and are not surpassed by any on the market. He has two large factories, one at Liège, Belgium, devoted to manufacture of firearms, and another at Nessonvent, Belgium, devoted to manufacture of barrels, and has first-class productive facilities. He employs a large number of expert workmen, and can warrant every article turned out in his establishment. H. Pieper has been represented in New York since 1886, by H. Werlemann, who is a native of Belgium, and has been

in this city for the past fifteen years. He is a man of energy and thorough experience in the business, commanding the respect of the trade, and has built up a large trade throughout the United States. The quarters occupied by him are spacious and commodious, and an efficient staff is employed. Mr. Werlemann carries a large and fine stock, which includes guns of every pattern, fowling-pieces, pistols and rifles. The trade is supplied by him on the most favorable terms, and all orders will receive prompt and personal attention.

W. **M. H. GRAHAM**, Racing Goods. No. 123 Chambers Street.—A leading house engaged in the manufacture of racing goods is that of Mr. Wm. H. Graham, which was originally founded in Brooklyn by Messrs. Harring & Camp, and in 1891 Mr. Graham became sole proprietor and removed to this city. This gentleman was born in Yorkshire, England, but has resided in this country since his eleventh year, and he has now rounded his half century of life. As a business man he commands the respect of all who know him, and is noted for his sterling integrity and upright methods of conducting all transactions. Mr. Graham occupies excellent business quarters, employs a force of skilled workmen, and manufactures a superior line of racing saddles, bridles, speed cut boots, bandages, robes, clothing, linseys and horse clothing for running-horses exclusively. These goods are known as being of standard value among turfmen and stable owners. They are manufactured from the best materials and in the most finished style of the skilled workman's art. The trade of the house extends to all parts of the United States.

M. **SLATER**, Manufacturer of Band Instruments, No. 56 Vesey Street.—Among the old established and most widely known houses engaged in the manufacture and importation of band and other instruments, that of M. Slater easily takes a first place. Mr. Slater, who was born in England, came to this country when a boy, and has since resided in New York. He embarked in his present line of business in 1859, in premises located on Broadway, where he remained until 1888, when he removed to the commodious quarters at present occupied by him. Here he utilizes two floors, each 25 x 100 feet in dimensions, and which are well adapted for the purposes of the business. The manufacturing departments are well equipped with modern machines and appliances, and twenty-five skilled instrument makers are employed. In the neatly appointed salesroom an extensive display is made of the productions of the house, as well as of band and other musical instruments representative of the best European and American makers. Mr. Slater is agent for S. S. Stewart's banjo, American guitars and mandolins. He issues a voluminous illustrated catalogue, and bandmasters and all who are interested in musical clubs and organizations should write for one.

A. D. CLAY, Manufacturer of Canvas Feed Bags for Horses; Truck and Horse Covers, Etc., No. 445 Canal Street.—One of the thoroughly representative houses in this city is that so successfully conducted by Mr. A. D. Clay, as a manufacturer of canvas feed bags for horses, also truck and horse covers, horse clothing and oiled goods. This enterprise was inaugurated here in 1884, and has taken a representative position in its line throughout the country. In his specialty of safety feed bags for horses Mr. Clay has won a high prestige and widespread patronage. By the use of these bags horses will not waste the oats, and at the same time will enjoy their feed. The bag is perfectly ventilated and has a pocket working on a spring, which prevents the oats from falling out. These bags are made with either plain wood bottom, leather bottom, iron-clad patent steel bottom, excelsior steel, extra leather or wood bottom, and are unequalled for utility and durability by anything of the kind in the market. Mr. Clay also manufactures a full line of oiled sheeting, oiled drill, oiled duck and oiled canvas horse covers; oiled aprons for wagons, canvas wagon and truck covers, horse clothing of all kinds, oiled goods for all uses, halters, blankets, etc. The trade is supplied by the dozen on the most liberal terms. Mr. Clay is a native of New York State and an experienced and practical manufacturer.

W M. BARTELS, Importer and Dealer in Foreign and Domestic Birds, No. 160 Greenwich Street.—New York is cosmopolitan not only in the composite character of its population, but likewise as a central point of contact of the whole animal kingdom of the entire world. The establishment of Mr. William Bartels demonstrates this fact in most unequivocal manner. The visitor there will be confronted with between 5,000 and 6,000 parrots, for instance, from Pine Islands, West India, and his ears will be regaled with the chirping of nearly 2,000 canary birds imported from the Hartz Mountains, in Germany, besides other warblers of the same species from Antwerp, Rotterdam, Paris and England, and feathered songsters from Austria, Hungary and every region accessible to hunter and trapper. In fact, the whole feathered and winged world is tributary to him, as his agents are continuously seeking specimens and material for him in the forests of Venezuela, Costa Rica, Mexico and Brazil, and wherever else they are to be found. The cost of such exploitation is not considered until after a successful result has been attained. Mr. Bartels is probably the most famous wholesale and retail dealer in imported and domestic birds in the United States. The stocking of aquariums and supplying of gold fish, etc., for fountains, is also in the line of his business, and he has always on hand a large variety of bird cages of every desirable pattern. Mr. Bartels was born in Braunschweig, Germany, and came to the United States in 1868. The outside relationships of

the business he speedily established here compelled him, in order to respond to the general demand, to open several branch stores. His establishment at No. 49 Chartres Street, New Orleans, has been in operation for nineteen years. That at No. 615 Smithfield Street, Pittsburgh, Pa., was opened two years ago, and another at No. 15 Court Street Buffalo, N. Y., one year ago. In his New York store he keeps continuously occupied a staff of between fifteen and twenty men.

R EHM & CO., Manufacturers, Wholesale and Retail Dealers in Bunting Flags, Awnings and Tents, No. 157 Fulton Street, near Broadway.—This firm turn out a superior class of work and are thoroughly reliable, every article leaving their place being warranted as to make and material, and the prices charged by them are always reasonable. Their establishment is spacious and commodious, and they have first-class facilities. They sell at wholesale and retail, and can offer inducements to the trade. This prosperous business was established about a quarter of a century ago by Edwin R. Bertine, who was succeeded in 1889 by the present proprietors. The firm is composed of Carl Rehm and George E. Koch. Both are men of practical skill and thorough experience, and have been connected with this concern from the start. They occupy four floors and basement, with office and show-room on the ground floor, and employ from twenty to twenty-five hands. The office is connected by telephone, call, "Cortlandt, 70." They carry a very large and fine stock, which includes bunting flags of every description, American ensigns of all sizes, yacht and ship flags of various designs, awnings, etc. Flags, awnings, tents, etc., are made to order on short notice, and perfect satisfaction is assured. The firm can furnish anything in the line above noted as low as is consistent with quality of material and workmanship.

C HARLES GATES, Hats and Umbrellas Nos. 70 Barclay and 229 Greenwich Streets.—The business of this house was originally founded forty-two years ago, and in 1865 Mr. G. W. Holmes became the proprietor. Mr. Gates was for a long time a clerk in the establishment, and in 1884 he succeeded Mr. Holmes in the ownership. The business has always been conducted at the same address, and is one of the best-known stores of the kind in the city. The premises occupied are amply commodious and equipped with all facilities for the prompt handling of a brisk trade. The large stock carried is of the most complete character, and embraces everything stylish and seasonable in derbys, soft felt hats, silk hats and caps, for men's and boys' wear, and there is also a fine line of alpaca, gloria and silk umbrellas. Mr. Gates is a native-born New Yorker and a thoroughly experienced business man who enjoys the esteem of all who know him.

FULLER'S PATERSON EXPRESS, General Forwarders and Transfer Agents, General Office, New York, Nos. 216, 218 and 220 Duane Street.—Merchants, manufacturers and business men generally interested in shipping freight and merchandise do not need to be told of the value of a well-organized concern, capable of performing promptly and well general forwarding and trucking work. In New York such a concern is of especial value to the community, and in this connection we desire to refer here to that old-established and reliable concern, Fuller's Paterson Express, of which Messrs. E. W. Guindon and J. H. Berdan are the enterprising proprietors. The firm's offices and freight sheds in New York are at the above address, corner of West Street, while those in Paterson, N. J., are at the corner of Market Street and the Erie Railroad. This extensive business was established in 1869 by the Erie Railway Company, Mr. Fuller being the manager in charge of it. In 1872 it was purchased from the railway company by Messrs. Fuller, Guindon and Berdan, the partnership between them being dissolved in 1882 by the withdrawal of Mr. Fuller from the firm. The business has since been conducted by Messrs. Guindon and Berdan, and with ever increasing success. They employ about one hundred men, and utilize a large number of horses, and many trucks, vans, wagons, etc. They attend carefully to all kinds of teaming and trucking between New York and Paterson, forwarding and transferring merchandise and other freight, making a specialty of the transfer of machinery. They employ only careful drivers and workmen, and everything is handled with the utmost care. They are prompt in attending to orders, handling and delivering freight to and from depots, steamer landings and warehouses, while their charges are very moderate. The firm are prepared to make contracts with manufacturers and merchants for handling and forwarding merchandise by the year, or in any manner to suit customers. Messrs. Guindon and Berdan are honorable, energetic and popular business men.

T. S. BUCK, Inventor and Sole Manufacturer of the Patent Flexible Hand Stamp, also Buck's Patent Flexible and Spring Type Holders, No. 58 John Street.—During recent years there has been great improvement in hand stamps, and the desideratum would appear to have been reached by T. S. Buck, inventor and sole manufacturer of the Patent Flexible Hand Stamp, which is a triumph of skill in its way. This is in all respects the most perfect, effective and superior article for the purposes intended ever placed on the market, and is in extensive and growing use throughout the United States, Canada and Europe. It has distinct features of merit, and, unlike all others, will print on any surface, either flat, uneven, concave, convex or yielding, such as pasteboard boxes, etc. It is simple and durable, and will do its work neatly, rapidly and effectively. Mr. Buck is also manufacturer of Buck's Patent Flexible and Spring Type Holders, rubber type, price ticket figures, etc., and all his productions are noted for their excellence. He occupies

spacious premises, equipped with steam power, etc., and employs a number of hands. He has first-class facilities, and can turn out anything in the line of rubber stamps, etc., to order on short notice. Lowest prices are quoted to dealers and export merchants, and all orders receive prompt and personal attention. Mr. Buck was born in Illinois, and has been in this city since 1881. He is a man of skill and ingenuity, and during the five years he has been established in business here has been highly successful.

NEW YORK STENCIL WORKS, Office and Store, No. 100 Nassau Street.—The most extensive establishment of the kind in this city, or, indeed, in the United States, is the New York Stencil Works, whose factories are at Nos. 98, 100 and 102 Nassau Street. This enterprising concern was established in 1868, and incorporated in 1882 under the State laws of New York. The company are the largest manufacturers of steel type for typewriters and patent rubber-faced telegraph type wheels in the world, and are also patentees and sole manufacturers of patent revolving stencil alphabets and figures, and manufacturers of the following specialties: Steel letters and figures for the hardware trade, brass and iron dies and box plates for printing on wood, stencil plates of every description, burning brands, seals of all kinds, rubber and metal stamps, numbering machines, check protectors, baggage checks, key checks, steel stamps, brass labels, ribbon stamps, steel type, brass type, stencil dies, steel dies, stencil brushes, inks and materials, revolving steel stamping figure wheels, railroad seals, rubber type, soap dies and stamps. Fifty hands are employed in the well-equipped factories, and besides the production of the goods mentioned die sinking and general engraving is executed to order.

WILLIAM B. VOLGER, B. G. Volger, Manager, Sole Manufacturer the "Excelsior" Raised Surface Stamp Pad, No. 32 Cortlandt Street.—At this address Mr. Volger conducts a flourishing business as sole manufacturer of the "Excelsior" stamp pad and stamp inks. The "Excelsior" Raised Surface Stamp Pad is always ready for use, and is the acme of perfection as required in a production of the kind. It is made in six standard colors, and neither heat, cold, or pounding will affect it. The fame of this pad has become widespread, and the demands for it come not only from all parts of the United States, but also from Canada, Australia, Spanish America and all sections of Europe. The same demand comes for the firm's stamp inks, which are of the most superior quality. This enterprise was founded in 1884, by Mr. B. G. Volger, and in 1889 he was succeeded by his brother, Mr. William B. Volger, but B. G. Volger remains as general manager. These gentlemen were born in Charleston, S. C., and since coming to New York have become very popularly known here. Besides the specialties above mentioned, he is New York agent for the celebrated "Matchless Metal Polish," a very superior article. A large stock is carried and orders are promptly filled.

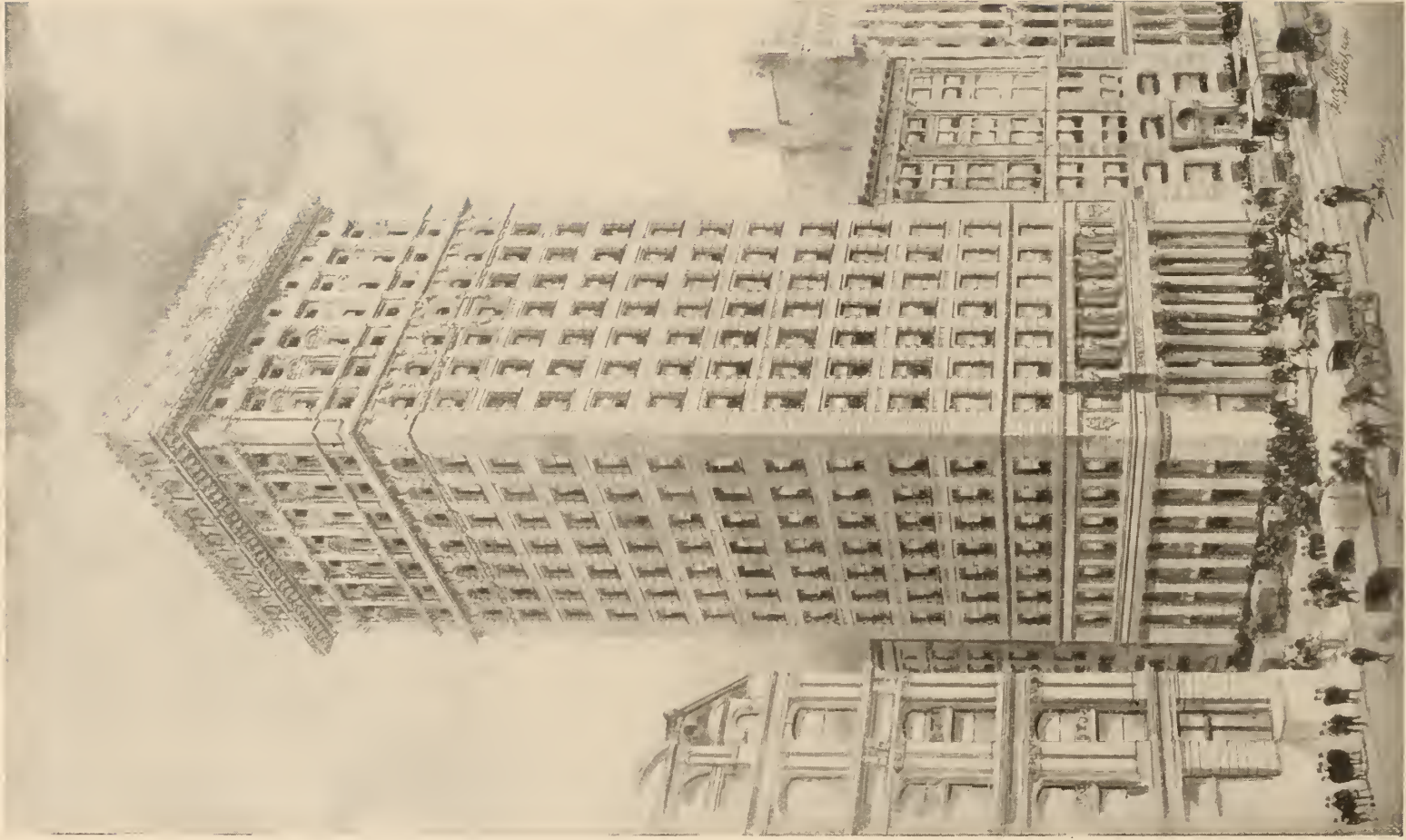
J. H. EYLES, Manufacturer of Cloak and Clothing House Furniture, and General Woodworker, No. 122 Worth Street.—The wood-working establishment of Mr. John H. Eyles, with which we have now specially to deal, is an adjunct or an outgrowth of the cloak and clothing manufacture, which ranks as one of the leading factors in the commerce of the metropolis. While doing a general woodworking business Mr. Eyles has, ever since he started in 1859, devoted special attention to the manufacture of cloak and clothing house furniture, and in this special line it is conceded by all that he stands at the head. He has in his time turned out more of this class of work than any other house in New York, more, in fact, than all the other woodworking establishments now in New York combined, and he is the inventor and the only manufacturer of a number of valuable specialties, among which should be mentioned a table that drops on both sides. It is made in all sizes, with bright tops or covered with felt. It can be set at any angle, and holds fast at any position. For exhibiting cloaks, shawls, blankets, furs, or any kind of clothing these tables have no superior, and they are now used by the leading dealers and manufacturers all over the United States. In the smaller sizes they are also adapted for household purposes because of the various changes of position possible, and are used as card-tables or for general purposes in the sitting-room, dining-room, kitchen or laundry. Racks of all description form another specialty, and white wood cutting tables and long knife tables are made to order. All these goods are made in the best and strongest manner of seasoned material and are well finished. Mr. Eyles has a gold medal presented to him by the Paris Academy of Inventors, but a still more flattering tribute to the value of his inventions and the excellence of his work is their general use by dealers and manufacturers everywhere. Besides these special lines Mr. Eyles does steam scroll sawing and wood turning of every description. The premises occupied comprise a three-story building, covering a ground space of 85 x 21 feet. These premises are equipped with every facility and a full steam power plant, giving employment to six expert workmen. The trade now extends all over the United States and Canada, and the mail order department is an important feature. It is worthy of note here that Mr. Eyles has many customers whom he has supplied since he started, in 1859. Mr. Eyles served for five years and three months in the New York Volunteer Fire Department. He is a native of England, but has been a resident of Brooklyn for many years, and is a member of the Masonic order.

H. J. MILLHAUSER, Shirt Maker and Men's Furnisher, No. 5 William Street.—Since 1875 Mr. H. J. Millhauser has been prominently identified with the trade in the finest grades of gentlemen's furnishing goods. He occupies a commodious store, which is neatly fitted up and stocked to repletion with everything in the line of gent's furnishings, including a fine line of the newest shades and patterns for spring and summer wear, the most beautiful assortment of ties and

cravats, possessing the most tasteful and correct combinations of colors, white and ornamental colored linen handkerchiefs, silk merino and lamb's wool underwear, shirts and collars, gloves and suspenders, canes and sticks, the best makes of imported and domestic umbrellas, and all the choicest importations in fine furnishings and outfittings. These are offered to customers at prices which are eminently fair and equitable, and competition is challenged as regards both quality and novelty of goods. Shirts are here made to order of the very best material, and warranted to be a perfect fit. Mr. Millhauser is a native of Georgia, a resident of Mt. Vernon, N. Y., and a popular member of the Mt. Vernon Club.

G. GEORGE FREYGANG, American and Foreign Pharmacy, Drugs, Medicines and Chemicals, Wholesale and Retail, No. 131 West Broadway, between White and Walker Streets.—There is no line of commercial industry requiring more technical and professional skill and accuracy than that of the druggist and pharmacist, and in order to conduct the business properly it requires not only close application and study, but a wide range of experience. The druggists of the great city of New York comprise a creditable feature of the city's business representation, and many of our most reliable and popular citizens are engaged in the trade. A well-known, long-established and prosperous house is that of Mr. George Freygang, whose American and foreign pharmacy has become an old landmark to the profession, besides maintaining the highest of reputations as a depot of the best and purest supplies for the trade. This enterprise was founded originally in 1836, over two score years ago, by Mr. Fortenbach, who was followed by Fortenbach, Wiskeman & Co., who continued in control until 1860, when they were succeeded by Gustav Freygang. His retirement, in 1870, was followed by Mr. L. Riederer, who, in 1883, sold out to Mr. George Freygang, who was brought up in the profession and is a graduate from the New York College of Pharmacy, and under whose enterprising management and direction the trade has grown to its present volume and importance. The premises occupied are spacious and commodious, embracing an entire building, 25 x 100 feet in dimensions, admirably fitted up with all modern conveniences and appliances peculiar to the business, including a specially fitted up laboratory for the careful and correct compounding of physicians' prescriptions and family receipts, written in any language, and in which none but thoroughly qualified assistants are employed. The fixtures also include a fine soda-water fountain, handsome show cases, etc. A full and complete stock of fresh and pure drugs is constantly carried, embracing extracts, tinctures and medical preparations of his own production, chemicals, proprietary remedies of well-known merit and reputation, toilet and druggists' fancy goods, perfumeries, nursery articles and, in fact, everything in the line of goods pertaining to this business. Mr. Freygang is a native and resident of this city, a young man of rare business and professional ability, honorable in his dealings, and highly esteemed.

* NEW YORK-1894, *



AMERICAN SURETY BUILDING,
CORNER BROADWAY AND PINE STREET.

G. W. DONNELLY, Public Accountant and Auditor, No. 5 Pine Street.—This gentleman is among the foremost in his profession, and fully sustains the reputation he enjoys. He is an expert in his line, and does a large amount of work, numbering in his *clientèle* some of our leading merchants, manufacturers, financiers, lawyers, etc., and his patronage gives evidence of steady increase. Mr. G. W. Donnelly was formerly of Yalden, Brooks & Donnelly for five years, and was connected with this business for seven years previous, and later was established in business for himself. He is a native of this city, and a man of skill and ability, with a minute and technical knowledge of all matters pertaining to accountancy and auditing, and is Auditor of the American Association of Public Accountants. Mr. Donnelly has a well-ordered office in the Schermerhorn Building, and employs several assistants. He is prepared to make examination of accounts on short notice, and can guarantee the fullest satisfaction. Books are written up by him, and balance-sheets made out in the most prompt and reliable manner. New sets of books are opened for merchants and business men generally in accordance with the most approved system, and particular attention is given to straightening out complicated accounts. In short, accounting and auditing in all branches are attended to by him on reasonable terms.

A. L. COCHRAN, Pharmacy, No. 23 Beaver Street.—This gentleman was for three years previous to opening this house engaged as a manufacturer of Calisaya Extract and medicine chests for vessels, and enjoys a reputation of the most enviable character. He commenced operations at the present location in 1894, having graduated from the New York College of Pharmacy in 1892, and studied with J. D. McAuliff, of New York. The store occupied is provided with every appliance and convenience, and presents at all times a highly tasteful and inviting appearance. The stock is large and fresh, embracing a full and complete assortment of pure drugs and chemicals, fancy goods, toilet articles, pharmaceutical preparations, standard proprietary medicines and druggists' sundries. A specialty is made of medicine chests for vessels. Mr. A. L. Cochran is a native of Massachusetts, but has been a resident of New York for the past eleven years..

J. JOHN J. McCARTHY, House and Sign Painter, Interior Decorator, No. 25 Chambers Street.—Mr. McCarthy established business here in 1864, and has always sustained a reputation for superior work. The premises occupied comprise two floors, 25 x 50 feet in dimensions, thoroughly equipped with all the appliances required in the business. From eighteen to twenty men are constantly employed, and all work is done promptly and in a satisfactory manner. Mr. McCarthy is an expert interior decorator, and graining, marbling, kalsomining and glazing is executed here, besides sign painting of every description. The artistic manner in which

this work is done by Mr. McCarthy has brought him a very extensive trade, which is rapidly increasing, and he numbers among his customers very many of the largest houses throughout the city and vicinity. The work in the Standard and Broadway Theatres was done by Mr. McCarthy, who employs Union men only and advocates eight hours a day. He is a prominent member of the Master Painters' Association and the American Legion of Honor.

THE KLEENOLO COMPANY, Manufacturers of "Kleenolo," Nos. 149 Church, 102 Chambers and 32 Warren Streets.—Among the many preparations for easing the work of the housewife on washing and house-cleaning days, that known as "Kleenolo" has gained a celebrity that insures for it a permanent demand and universal use. From its first introduction to the public this article has met with popular favor, and the demand for additional supplies caused the Kleenolo Company to be organized, in 1894, to manufacture it on a more extensive scale, and the operations of this company have been attended with the most marked success. The company was incorporated under the laws of the State of New York, with a capital of \$12,500, and is officered as follows, viz., Eugene Schmolle, president; M. S. Godfrey, vice-president; Frederick L. Harral, treasurer; W. Wright Harral, Jr., secretary. "Kleenolo's" usefulness and effectiveness in cleaning paint, marble, etc., has been firmly established, and its cleansing properties are acknowledged to be superior to any other powder; and that it does its work quickly to the gratification and comfort of housewives, has been thoroughly demonstrated time and time again. So thoroughly and effectively have its claims for superiority been demonstrated to the practical

mind that it is used in the leading hotels of this city, as well as the principal office buildings, hospitals, railroad and steamship companies, etc., and wherever used it is highly recommended. "Kleenolo" is put up in all-sized packages, from a pound to a barrel, and is sold direct to consumers. In working qualities and general effectiveness one pound of "Kleenolo" is equal to two of any other powder—a statement which is capable of practical demonstration to all—while it will remove spots from clothing, which no other powder will do. For cleaning floors of marble, wood or iron, for washing clothes or cleaning silver, glass or crockery, and especially for general kitchen use, a tablespoonful of "Kleenolo" to a gallon of water gives better results than can be obtained by twice that quantity of any other powder; while for cleaning paint, varnish or woodwork a teaspoonful to a similar quantity of water gives equally satisfactory results. A trial of this powder will convince the most skeptical of its utility, and will fully sustain all claims made for it by the proprietors.

Kleenolo

JOHAN H. MEEKER, Dealer in Works of Art, Designer and Manufacturer of Artistic Picture Frames, No. 156 Broadway, between Liberty Street and Maiden Lane.—A prominent house in this city that has had an interesting and creditable history and a most prosperous career, covering a period of about thirty-four years, is that of Mr. John H. Meeker. This gentleman was for twenty-eight years engaged in this business on Nassau Street, and removed to the present location in 1891. The premises occupied comprise a store of ample dimensions, with two rooms in the rear used as galleries for oil and water-color paintings. The salesroom is well arranged, and nicely and appropriately furnished, all necessary facilities being present for the satisfactory handling of affairs. A large stock of beautiful and useful goods is carried, embracing drawing instruments, etc., also a large and choice selection of views; in fact, all kinds of pictures, except portraits, can be obtained here at prices to suit the means of all classes of customers. Mr. Meeker also designs and manufactures picture frames, his work in this line being truly artistic and unexcelled in this city. The different lines are kept in full assortment, and only the best productions are shown. Mr. Meeker is a native of New York City, in the active prime of life, and widely and favorably known.

WEST & CO., Tailors, No. 33 New Street.—There are few merchant tailors in New York who are better known among first-class customers, or who enjoy a higher reputation for fine work, than the firm of West & Co. Mr. West has had a wide experience in the business. From 1864 to 1871 he was engaged in business as a merchant tailor, in Providence, R. I., which city he had made his home on coming here from England. In 1871 he removed to Boston, where he established himself as a jobber in woolens, but being burned out there, he made a brief business experiment in New York, returning, however, in 1875, to his business of merchant tailor in Providence. In 1890 he moved permanently to New York, and took up his present location in the heart of the banking and Stock Exchange element of the city. He is a practical cutter and master of his work in all its branches. Through the connections he formed while in the jobbing business he still retains his relationship with manufacturers of high-class woolen cloths in England, and imports direct whole rolls of cloth, from 55 to 60 yards in length—a class of investment into which no other custom tailor in this community ventures. The firm occupy a well-appointed store, provided with complete and perfect facilities, where three cutters and forty hands are constantly employed. Every garment leaving the establishment is warranted as to style, cut, finish and fabric, while perfect fit is assured. The assortment of goods kept in stock embraces all the latest novelties in fashionable cloths, fancy cassimeres, serges, checks, plaids and snitings, from which the most fastidious in dress can make selection. The trade of the house is permanent, relating

to a wealthy class of citizens. Mr. West's junior partner is Mr. G. W. Denver, an expert in the business, who has been with him since the opening of the New York establishment.

JOHAN DRESCHER & CO., Manufacturers' Agents, Mouldings, Picture Frames, Easels, Pictures, Etc., No. 7 Barclay Street.—The house of Messrs. John Drescher & Co. is one of the largest establishments of its kind in New York. Its inception dates from 1889, when it was founded by the firm of Drescher & Schlesinger, of which Mr. John Drescher was the senior member, and which was dissolved in September, 1894. Mr. Drescher then formed his present partnership with Mr. George W. Bogen, under the firm name of John Drescher & Co. The premises utilized are very desirably located, opposite the Astor House, and are of spacious dimensions, handsomely fitted up and appointed, and all modern conveniences and facilities are at hand. Messrs. Drescher & Co. are the local representatives of many of the leading manufacturing concerns in the country engaged in the production of room and picture mouldings, frames, easels and kindred art goods, of which they have always a heavy stock on hand. Their goods are unrivalled for elegance, finish and uniform excellence, and are the embodiment of artistic workmanship. The firm also carry an extensive and carefully-selected assortment of pictures, engravings, etchings, paintings, photographs, photo-engravings, chromos, oleographs, and other works of art. The trade is with jobbers and retailers. Mr. Drescher is the active manager of the business, and to his able efforts is due the success that has been achieved.

LOUIS MAYER, Manufacturer of Mouldings, Picture Frames, Framed Pictures, Etc., No. 414 Broadway, near Canal Street.—This gentleman has been established since 1879, and turns out very fine work, his productions being unexcelled in beauty of design or elegance of finish. Louis Mayer was born and brought up in New York, and is a man of skill and thorough practical experience in this business. He is manufacturer of handsome room mouldings and beautiful picture frames, and importer of and dealer in engravings, etchings, oil paintings and chromos. He handles a great variety of pictures and carries a splendid assortment, and sells at wholesale and retail, having a large city and out-of-town trade. Mr. Mayer occupies four 30 x 100-foot floors, and has first-class facilities here. The several departments are well equipped and a skilled force is employed in the concern. An exceedingly large and very fine stock is carried, including everything in mouldings and picture frames, together with framed pictures, etc., and the trade is supplied on the most favorable terms. He can quote lowest prices, and all orders receive prompt and personal attention. Mouldings and frames are made to order by him also in any desired style on short notice, and perfect satisfaction is assured.

BOGERT & DURBIN COMPANY, Postage Stamp Collectors, Tribune Building, No. 160 Nassau Street.—This company is a consolidation of two of the largest stamp collecting concerns in the United States, viz, R. R. Bogert & Co., of New York, and Durbin & Hanes, of Philadelphia. The business was established in 1869, and incorporated in 1891. The officers of the company are: Messrs. E. B. Hanes, president; R. R. Bogert, treasurer, and A. E. Tuttle, secretary. The business of the company is the collecting, for sale to the public, of postage stamps, etc., the specialty being rare stamps. It is affiliated by membership with Philatelic societies and other similar organizations, and through its connections is enabled to secure specimens of stamps from all the countries of the world. It carries a large and valuable stock representing every issue of the United States from that of 1847, and its collection is conceded to be the largest and finest in this country. Lists of valuable stamps, with prices, will be furnished on application, and all orders are filled immediately on receipt. Collectors owning duplicates can exchange for specimens not in their possession on terms that cannot fail to be satisfactory. The company has large offices most eligibly located on the ground floor of the New York Tribune Building, covering 1,500 feet of floor surface, where six salesmen are constantly employed. Its trade extends everywhere in the civilized world, and is of correspondingly extensive proportions.

WM. H. HOFFMANN, Awnings, Tents, Flags, Hammocks and Oiled Covers, No. 154 West Broadway.—Of the many establishments of its kind in New York, there is none better known in the trade, or whose goods are in greater demand, than that of Mr. Wm. H. Hoffmann, manufacturer of awnings of every description, tents, flags, hammocks, oiled covers, etc. Mr. Hoffmann, who was born in Germany, has had a long practical experience in this branch, and embarked in business for himself in 1870, when he founded his present house. He soon obtained a large trade through the superior quality of his goods and the uniform excellence and thoroughness of his work. Mr. Hoffmann occupies spacious premises, comprising two floors, a basement and roof, each of which has an area of 25 x 60 feet. They are well appointed and fitted up, and are equipped in the several departments with the best perfected machines, tools and appliances known to the industry, and a force of experienced assistants are employed. The range of production embraces the manufacture of awnings of all kinds, for stores, hotels, church and theatre entrances, private dwellings, etc., also tents in all shapes and sizes, flags and bunting, hammocks, oiled covers for horses, wagons and merchandise, etc., etc., and the output is very large. A heavy stock is constantly kept on hand, and orders by mail or otherwise are promptly attended to. The trade of the house extends all over the United States. The prices are always moderate, while the goods are generally considered as among the

best on the market. Mr. Hoffmann is sole manufacturer of the "Hoffmann Improved Spring Roller Awning." He is a resident of New York and a popular business man and citizen.

HENRY & CO., Henry F. Goetz, Proprietor, Photographers No. 111 Nassau Street.—The business so successfully conducted by Mr. Henry F. Goetz was established in 1879 by Henry & Co., the present proprietor succeeding to the control in 1890. This gentleman is a skilled practical artist, having had many years' experience in the business. He makes a specialty of photographing machinery, and in this line has been eminently successful. His premises are spacious and commodious and admirably arranged and furnished, being complete in all their appointments. Mr. Goetz is prepared to photograph buildings and scenery also, as well as machinery, and to make photos on wood for all artistic purposes, and his terms are extremely reasonable. Six experienced assistants are employed, orders coming from all parts of the United States. Mr. Goetz was the originator of the firm of Henry & Co., and is thoroughly experienced in all details of this business.

INDIA TEA COMPANY, Importers of Teas, Chinese and Japanese Goods, No. 60 Barelay Street.—This business was established in 1890 by Mr. J. L. Barry, under the above name, and by his able management he has built up the business to a foremost position among the houses of this kind in the country. The India Tea Company are direct importers of teas, Chinese and Japanese goods of every description, and have representatives in Yokohama, Kobe, Shanghai and Ceylon, who are constantly on the lookout for curiosities and odd and artistic works which may be found in these old and curious countries. In their emporiums of art and curiosity a full line of samples of the finest teas and Chinese and Japanese goods of every description, as well as rare articles from all over the world, are displayed for inspection and the accommodation of the trade. The company pays special attention to rare and artistic articles that will satisfy the most critical and fastidious collector and artist, and the place has now gained the reputation of being a resort of the artistic world of the metropolis of America, while prices are moderate, as their aim is to give in every case the very best value for the money. Here can be found articles worthy of gracing the boudoir or parlor, and all who rely upon the good taste and judgment of this house are sure of being perfectly suited in every detail. Mr. J. L. Barry, the president of the company, under whose able management the house has grown to be a factor in this line in the United States, is a native of New Jersey, and is regarded by all as an authority and expert in this line, and his judgment can stand the criticism of the world. He is a young man of energy and rare ability, and well and favorably known in business and social circles.

ALFRED SELLERS & CO., Photo Engravers, and Engravers' Supplies, No. 59 Beekman and No. 89 Ann Streets.—No firm in their line in New York maintains a better reputation for skill and reliability than this. They do very fine work, and enjoy a large patronage. They have first-class facilities, too, and can execute orders in the most expeditious manner. This prosperous business was established about ten years ago by Alfred Sellers, who conducted the same alone up to 1894, when he took into partnership A. W. Leslie. Mr. Sellers was born in England, but has been in this country for a number of years, and Mr. Leslie is a native of New York State. Both are men of practical skill and thorough experience and give close personal attention to every detail of the business. They occupy spacious and commodious quarters, which are well equipped in all respects, and employ ten to a dozen competent workmen. The firm are manufacturers of zinc and copper plates, Sellers' fine line half-tone process screen plates, Sellers' enamel process, bank-note and commercial steel plates; also steel and brass monogram dies, visiting, wedding and business card plates. They are also dealers in engravers' supplies generally, and carry a full stock. They supply the trade throughout the United States, Canada and Mexico, and send some likewise to Central and South America, Great Britain and Australia. Engravings are made by this firm from all kinds of photographs in the highest style of the art, on short notice, and at reasonable prices. Special attention is given to fine process work, and the utmost satisfaction is assured. A first-class stock of zinc etching and drawing requisites can be found here, finely polished zinc of pure quality for half-tone engraving being a specialty.

J. S. BIESECKER, Manufacturers' Agent and Dealer in Dairy and Creamery Supplies, No. 59 Murray Street.—Mr. Biesecker embarked in this line of business as a manufacturers' agent in 1889, being the first house of the kind established in the city, and has since built up a large and widespread trade, which is steadily and rapidly growing. In 1893 his sales were more than double those of 1892, and those of 1894 correspondingly increased. Mr. Biesecker has completely fitted out and equipped some of the largest dairies and creameries in the State of New York, and he also does an extensive trade throughout the New England States. He represents most of the leading manufacturers of this line of goods, and has always an extensive stock on hand. He makes a specialty of milk bottles, and handles everything for the production of milk and butter, as well as for their purveying, such as milk bottle fillers, boxes, brushes, caps and carriers, butter jars, workers, printers, and shipping boxes; milk cans, can tubs, and can brushes; churns, creameries, cream-vats, scales, separators, milk testing instruments, thermometers and lactometers; strainers, ladles, dippers, aerators, lanterns, horse brushes, curry combs, account books, rennet extract; butter, milk and cheese colors; Babcock milk testers; Pearlina and other soap powders, soap scraps,

washing soda, Eureka egg crates, Preservaline, and other articles too numerous to mention. Mr. Biesecker has invented a butter cutter that cuts a tub of butter into squares of a suitable size for table use in five minutes, without squeezing a particle of salt or water therefrom. It is made in three sizes. At the New Jersey State Fair of 1894 he had the grandest exhibit of dairy and creamery supplies ever made during that organization's existence, and succeeded in taking thirty first prizes and four seconds, a record unequalled. Mr. Biesecker is a pushing and progressive young man, liberal and honorable in his methods and dealings.

GLEN, CAWLEY & CO., Manufacturers of Umbrellas and Parasols, Nos. 387-389 Broadway.—The most extensive establishment in the United States engaged in the umbrella manufacturing industry is that of Messrs. Glen, Cawley & Co. The firm are independent manufacturers, having no connection with any "combine," and the vast extent of their operations, and their well-perfected facilities enable them to challenge competition and to place their goods before the trade at figures that cannot be underbid. They employ a staff of eight traveling salesmen and the trade supplied extends all over the United States. The business of this house was founded in 1884 by Messrs. S. S. Glen and S. J. Cawley, under the present firm style. These gentlemen have been connected with the umbrella manufacturing industry for over thirty years and are fully conversant with all the requirements of the trade. Some time since they admitted to partnership Mr. I. Weinberg, who is also thoroughly familiar with the trade. The premises occupied by the firm comprise four floors, each 40 x 80 feet in dimensions. Employment is furnished 300 operatives, and umbrellas and parasols of all grades and varieties are turned out, the productive capacity being 5,000 a day. A specialty is made of silk goods, and very a large stock is carried.

THE BROWNIE CHEWING GUM COMPANY, No. 74 Warren Street.—A foremost concern engaged in the manufacture of chewing gum in the metropolis is that of the Brownie Chewing Gum Company, which was recently inaugurated under the above title. The picture of a smiling, happy little Brownie, who is presumably engaged in chewing gum, forms the trade-mark. Since beginning operations the company has built up a very large trade, extending all over the United States, and is constantly growing in volume. The factory is comprised in three floors, each 30 x 100 feet in dimensions, equipped with the most improved appliances, and employment is given a large force of hands. The "Brownie Chewing Gum" may be said to be the purest and best gum made. Dealers always find it a profitable article to handle. The members of the company are upright and equitable in their dealings, and orders are filled on most liberal terms.

F. J. KLOES,

MANUFACTURER OF

❖ WINDOW SHADES ❖

SHADINGS, HOLLANDS, FRINGES,
SPRING ROLLERS, ETC.

Lettering and Decorating a Specialty.

240 Canal Street, corner Centre Street.

The old saying that "there is always room at the top" was emphatically verified by Mr. Frederick J. Kloes, when in 1893, he established himself as a window shade manufacturer at the above address. There was no dearth of merchants in the same line in this city, nor in that particular locality, but Mr. Kloes went straight to the front, and in a few months' time he had earned for himself recognition throughout the trade, as belonging rightfully in its foremost ranks. He is a manufacturer of window shades, shadings, Hollands, fringes, spring rollers, etc., and has built up a business of large dimensions, which is steadily and surely growing. His trade now covers the States of New York, New Jersey and Connecticut, and is expanding in all directions. His salesrooms and factory occupy a large part of

the premises at No. 240 Canal Street, corner of Centre Street, where steady employment is given a large force of men and girls. A number of traveling salesmen are also kept on the road. A large stock is carried at the store, and Mr. Kloes is prepared to fill all orders with despatch and satis-



FREDERICK J. KLOES.

faction. He is also in a position that enables him to give satisfactory terms to the trade. An important branch of his work is lettering and decorating, which he executes with facility and rare taste and judgment. He is a young man who knows how to develop his opportunities, particularly in a line with which he is so intimately familiar as he is with the window shade manufacture. He resides in Jersey City, and is well and favorably known to the trade and social circles.

* NEW YORK-1894, *

JOHN G. VAN HORNE,

CIVIL ENGINEER,

26 CORTLANDT STREET,

*Havemeyer Building,**Rooms 716 & 717.*

MEMBER AM. SOC. C. E.

ALFRED W. TROTTER,

CIVIL ENGINEER,

26 CORTLANDT STREET,

*Havemeyer Building,**Rooms 716 & 717.**When you don't succeed in being fitted elsewhere, try*

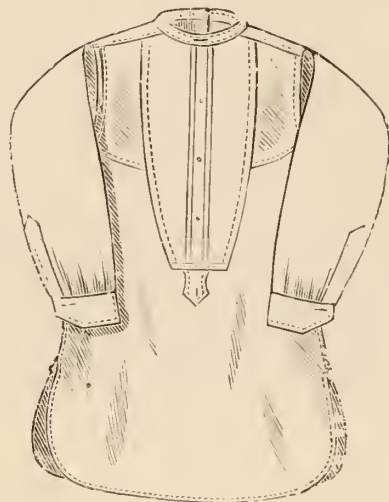
STEEVER & ABELL,

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Will call and take Measure if so desired.

